A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 2, 1967

training tomorrow's world traders

International Trade Winds Newsletter

Company News

OPTICAL READERS—The Automobile Club of Italy has ordered optical character recognition systems from Recognition Equipment, Inc., of Dallas. The Auto Club, which performs many of the services handled by both state governments and private clubs in the United States, will purchase an electronic retina computing reader to process some 70 million gasoline discount coupon booklets issued to tourists each year, and approximately 12 million car renewals per year.

PETROCHEMICALS—The Houdry Process and Chemical Co., a division of Air Products and Chemicals, Inc., Allentown, Pa., has reached a tentative agreement with Asahi Chemical Industry Co., and Nippon Mining Co., both of Japan, to use the Houdry Litol-Detol process in a new benzene plant to be built in Mizushima, Okayama Prefecture, Japan. The Japanese firms will use the process to make 200,000 tons of benzene yearly from feedstocks provided by an existing petrochemical complex at Mizushima.

ELECTRICAL EQUIPMENT—IGE Export Division of the General Electric Co., New York, has received contracts totaling more than $1.8 million to supply electrical apparatus for a new 216,000 kilowatt hydroelectric power station and a four transmission line substation system in Brazil. The order came from a government-owned utility, and the new installation will be located in the northeastern section of the country, 600 miles west of Recife.

CONSTRUCTION ENGINEERING—The Western Knapp Engineering Division of Arthur G. McKee & Co., Cleveland, has received a joint contract with Bechtel Corp. to provide engineering, design supervision, procurement assistance, and construction supervision for a major expansion of the operations of Sociedad Minera El Teniente, S.A., of Chile. The expansion will increase El Teniente's copper production in Chile to 280,000 tons yearly. The total value of the expansion projects is expected to reach $100 million.

Britain's new-to-export firms will get help from a proposed state-sponsored export corporation. Aims are to uncover foreign markets for British goods, arrange with U.K. companies to ship them and handle local marketing, in some cases acting as principal, buying British goods for which it has found export markets. Idea came from official of British National Export Council. Target for establishment date: before end of year; proposed initial capital, $5.6 million.

What place design and styling in products for export? Top priority, according to a British view: "Almost the biggest impact which has been made by North American inroads into the Caribbean market has been in the field of design and styling . . . At its best British design is the equal of any in the world, but a number of British exporters still pay insufficient attention to styling (and pack); and take the view, probably unconsciously, that a good functional product at the right price is the sum total of the market's requirements."

Two and a half hours, start to finish, to find and sign a Thailand rep for a Texas industrial valve producer! It happened at the Bangkok U.S. Trade Center. The visiting Keystone Valve Corp. executive was on a government-assisted trade mission to Australia/New Zealand, adding a personal side trip to Thailand. One of his recommended agency prospects was well-known to Trade Center officials as an exhibitor at shows there. The two were introduced, given an office, came out soon with their agreement.

Thirty-one opportunities for U.S. businessmen to join in upcoming overseas promotions of the Commerce Department—trade fairs, U.S. Trade Center exhibitions, trade missions—are listed in this issue of International Commerce. This complete schedule is revised and updated in our first issue each month.

The how, what, where and when of U.S. export credit insurance and guarantee programs was explained in a story and quick-reference chart in our Sept. 18 issue. The Foreign Credit Insurance Association authorized $690 million worth of short- and medium-term credit insurance last year, and Eximbank extended guarantees on $200 million of export obligations.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Bomi Solanke, Nigerian premedical student at Oxford University, was a summer trainee in IBM World Trade Corporation's personnel department. She, and 53 other students from all over the world, participated in the firm's 6th training program for foreign students. Others worked in accounting, administration, executive resources, finance, market research, and information systems analysis. Story, with photos, is on page 2.

October 2, 1967

Volume 73
Number 40

International Commerce

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BUREAU OF INTERNATIONAL COMMERCE

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IBM World Trade Corp. completes sixth annual summer training program for future government and business executives.

Makers of Boats, Airplanes Given Exporting Awards 4
Pennsylvania, Kansas firms get "E" flags for designing their products to meet needs of foreign buyers.

First County Mission Finds Sales Success in Japan 6
Camden County, N.J. businessmen see several million dollars in business resulting from June trip to Osaka, Tokyo.

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U.S. commercial specialists announce 352 trade prospects for individual commodities in countries throughout the world.

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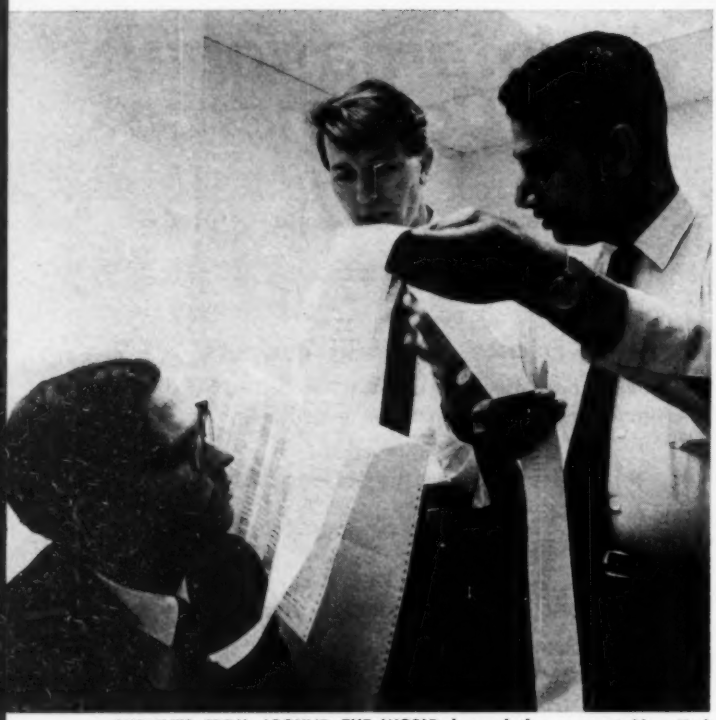
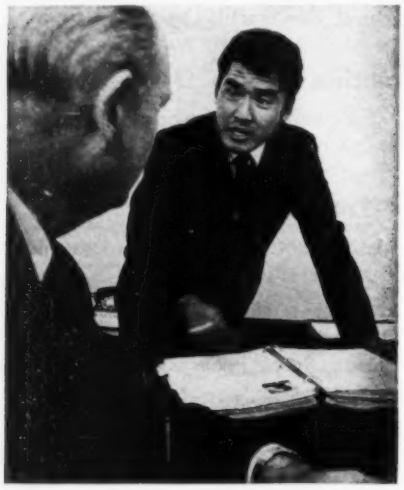


STUDENTS FROM AROUND THE WORLD learned the ropes at New York offices of IBM World Trade Corp. this summer. In above left photo, (left to right) Robert Cookson, from Great Britain; German student Voelker Wilms; and Nurul Choudhury, from Pakistan, plan a market research project. In above right photo, Candy Pong, a college undergraduate from Taiwan, learns basic data processing from manager of IBM's keypunch operation.



TIBETAN BUSINESS STUDENT Sonam Wodhen (above), and Lebanese engineering trainee Aref El Yafi (below left) were among 54 foreign students in IBM World Trade's sixth summer program.

World of students 'seeds'

IBM World Trade Corp. develops international summer training

"It's part of our overall efforts to know the people who will make up our future markets," says IBM World Trade Corp. vice president E. S. Groo of the corporation's summer employment program for students from all over the world.

"Even if we don't sell an extra computer or add any of these students to our overseas payroll, this summer internship may help to raise the level of understanding of data processing applications all over the world. This in itself can be an important long-range plus for the countries involved . . . and for us."

The program has three direct objectives: it meets the firm's need for summer help; exposes future government, business and industry leaders from a variety of countries to the inner workings of a major multinational firm; and creates a potential pool of future employees for IBM subsidiaries abroad.

The program is headed by Walton Burdick, IBM World Trade's personnel director, and Dorothy Chappel, headquarters personnel manager. "The program's success," Mr. Burdick said, "can be measured in a number of ways: perhaps most importantly in the unique contributions the students make in their assigned areas, and in the knowledge gained by them in the philosophy and practice of a large multinational corporation."

The program was begun in 1962 with six students. Since then, close to 200 students have participated. This year's group numbered 54 men and women between the ages of 18 and 30. They tackled a variety of headquarters assignments. Some worked on market research projects, ranging from analyzing individual customer growth to building a worldwide market structure file. Others worked in the areas of accounting, personnel, finance, executive development, information systems analysis and administration.

The students' internships included an orientation program, hosted by Gilbert E. Jones, company president, and other corporate officers. A field trip took them to the IBM plants in Fishkill and Poughkeepsie, New York.

The company attempts to tie in the

MATHEMATICAL RESEARCH CHART is studied (above left) by Aref El Yafi (left) and Teisuke Ito, a doctoral student in computer science from Japan. Uri Yechiali, from Israel (at left in above right photo), confers on computer data with Kees Heyning, M.A. candidate at Leiden University, Netherlands.

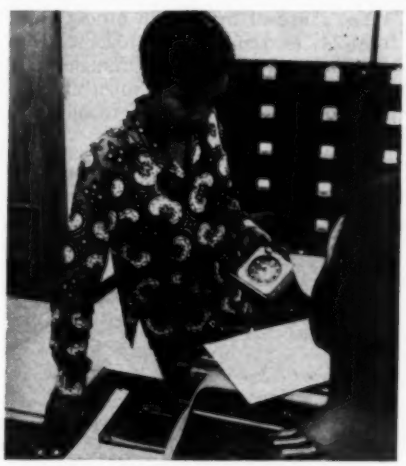
futuremarket

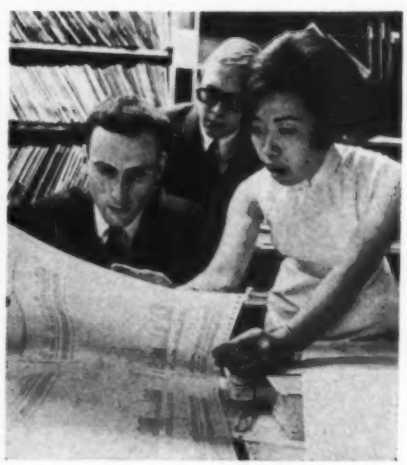
raises data capabilities overseas

foreign students' assignments during the two-month period with their academic background, interests and career plans. For example, Nural Choudhury, 29, of East Pakistan, and Robert Cookson, 28, of England, two of this summer's interns, spent their time in market research. Both young men plan to return to their countries and private industry after college. Choudhury will gain additional work experience with IBM until next May, under a one-year fellowship from the Council for International Progress in Management.

The program has many students who return year after year. One, Michael Edo, has worked for the company every summer since 1962 in various departments. Mr. Edo is completing requirements for a PhD degree in Economics at Harvard University.

Among the company's long-range expectations are that some of these students will become IBM employees when they return home. After five years, the program is proceeding toward the point where these expectations can be tested.





NYU BUSINESS STUDENT Mulubrhan Christose (above left) from Ethiopia, explains testing to fellow trainee. Charles Hope, from Britain; Kurt Trampedach, Germany; and Marina Tsang, Hong Kong (above right), debug a computer program. French student Catherine Pressoir (below) studied accounting.

Pa. maker of cabin cruisers, Kansas light plane manufacturer win 'E's for increased exports

Trojan Boat Co. and Beech Aircraft Corp. adapted their products to fit the requirements of foreign customers

Two U.S. companies, makers of pleasure boats and light planes, have achieved export success through tailoring their products to meet the needs of foreign customers. In addition, Trojan Boat Co. and Beech Aircraft Corp. have developed worldwide networks of distributors, factory training programs, and multi-lingual advertising campaigns.

The Trojan Boat Co. of Lancaster, Pa., manufacturer of inboard pleasure cabin cruisers, began exporting on a limited basis in 1956. By 1963 Trojan, recognizing the potential of the export market, hired a combination export management firm.

In 1965 the company decided to establish its own export division. The firm hired a bilingual export manager who had boating experience gained in the European market.

Trojan decided to work with one importer for each country. Each foreign distributor is invited to visit the factory to familiarize himself with the product line.

Trojan currently has dealers in: West Germany, Belgium, the Netherlands, Luxembourg, England, Finland, France, Greece, Italy, Puerto Rico, Saudi Arabia, Spain, Switzerland, Venezuela, Yugoslavia, Mexico and Canada.

Each export dealer receives company bulletins and correspondence, which answer questions and provide the latest information concerning the product line. Members of the export sales department visit each European account at least twice during a sales year, and each Caribbean, Near East and South American account at least once a sales year.

The range of the Trojan product line, from 24- to 42-foot craft, together with the availability of inboard runabouts in the Century line, which Trojan also exports, provides a broad basis to suit most customers' needs. All Trojan boat prices are based on payment in U.S. currency, f.o.b. Lancaster, Pa.

A year ago Trojan purchased Shepherd Boats, Ltd., of Ontario. This made available for exporting an additional line of boats up to 50 feet in length. Since the boats are produced in Canada, they enjoy low tariffs in the Commonwealth countries.

Special accessories are designed to meet requirements of the foreign customers. Voltage differences have been incorporated in the design of certain accessories. Diesel engines, which are most popular on the foreign market, have been made available to offset the high gasoline costs in Europe. Deep sea fishing accessories have been designed and installed at the factory to meet the requirements of Caribbean and South American clients.

Spare parts and servicing present one of the main problems in exporting the type of product Trojan manufacturers. The company handles parts orders and service requests as quickly as possible. All export accounts are provided with up-to-date parts manuals as well as regular service manuals and service bulletins. Many dealers maintain a supply of replacement parts in their own stock to service customers on an immediate basis.

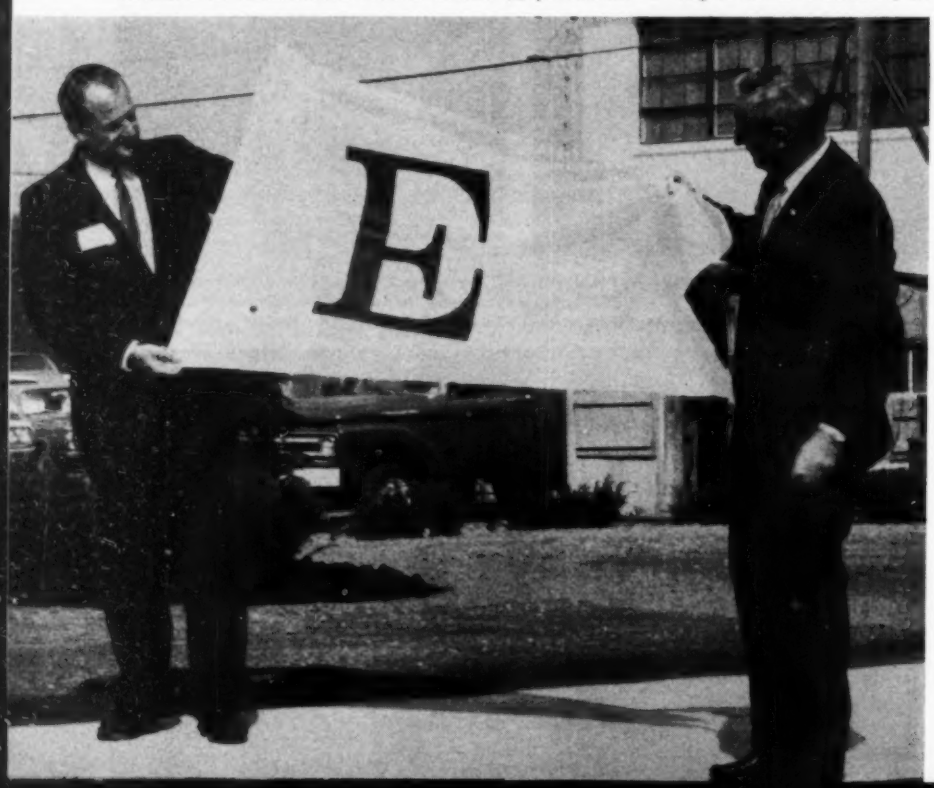
Delivery dates are extremely important, due to the seasonal nature of the product, and are met, when possible, within three weeks after receipt of order. On the larger, more complex motor yachts, dealers are advised of available delivery dates and place their orders in time to meet the shipping schedule they wish.

Trojan's shipping department has developed a special packaging operation for export shipments, using blocks and nose pieces to insure safe loading from truck to steamship. During ocean voyage, a protective spray-on silicon is used to prevent possible oxidation of chrome hardware, and all boats are completely covered to maintain maximum cleanliness. The boat cradle is designed to withstand the long trip from factory to final destination.

The Trojan "E" award was presented by David R. Baldwin, Assistant Secretary of Commerce for Administration, to company president James R. McQueen, Jr., at a reception and luncheon in Lancaster. The group of company officials and employees, local businessmen, Chamber of Commerce and Manufacturers Assn. members and industry publishers then traveled to the company plant for a flag-raising and plant tour.

Beech Aircraft Corp. of Wichita, Kan., manufactures 15 different aircraft models in the light utility and executive classes, ranging in size from a two-passenger,

'E' FLAG RAISING took place at Trojan Boat Co. plant in Lancaster, Pa. Below, Ass't Secretary of Commerce for Administration David R. Baldwin (l.) presents the "E" flag to James R. McQueen, Jr.



single-engine plane to an eight-passenger, pressurized turbo-prop. The Beech export organization has a network of 72 dealers and distributors for 100 countries. Export sales now account for about 25% of Beech's annual aircraft and spare parts business.

Though Beech designs and manufactures airplanes primarily for the domestic market, where the bulk of its sales are made, some are redesigned for the developing countries of the world.

To accommodate customers in these countries, Beech modifies standard aircraft to suit individual requirements. The new and developing countries need to map and survey their unexplored and uncharted jungles, mountains and deserts; to make geological surveys to aid in the discovery and utilization of their mineral wealth; and to undertake general aerial surveillance and photographic reconnaissance in sparsely populated areas. Beech has modified one model with a high altitude platform for specialized photographic equipment, and has sold it to numerous countries.

The company has also adapted its planes as airways communications check aircraft. Previously, only airline-size aircraft had been used in this operation. With the advent of air travel in the new, smaller nations, a less expensive plane became necessary, so Beech fitted the complex avionic equipment into a small executive aircraft.

Beech has met a worldwide need for a short haul airliner/cargo carrier by adapting several of its models for this use.

Beech has turned both its single and twin engine aircraft into flight trainers for the military services, flying clubs and the airlines.

Quick sales action, backed up by engineering adaptations, resulted in Beech winning a contract for 280 trainers for the Royal Canadian Air Force. Another military order for twin-engine instrument trainers to the Peruvian Air Force was filled by Beech.

Beech first introduced field service representatives in exporting in 1946. This helped overcome foreign competition and established confidence in the American products. Beech runs service and sales schools at the factory and in the field, so that servicemen and salesmen are trained in Beech methods and product knowledge. Many of the classes are offered in a foreign language. Technical manuals on Beech airplanes also are made available in foreign languages.

Beech allocates annually a sizable budget for advertising in foreign publications, both in English and in local languages. Additionally, it subsidizes local advertising placed by the distributor in his own area. Sales promotion literature is printed in German, French, Spanish and Portuguese by the factory.

In 1965, 14 members of Beech's export division traveled some 1,200,000 miles outside the United States.

Beech has expanded export market possibilities through introduction of retail financing, floor planning and leasing, and by means of a company-owned subsidiary, Beech Acceptance Corp. Though the situation in many countries has limited long term financing, the Beech Acceptance Corp. has made many sales possible.

The "E" flag and certificate were presented to Mrs. O. A. Beech, company president, by Secretary of Commerce Alexander B. Trowbridge at a ceremony in his office.

'E' AWARD PRESENTATION CEREMONY for Beech Aircraft was held recently in the office of Secretary of Commerce Alexander B. Trowbridge (3rd from right). Attending were (l. to r.): Michael Neuburger, vice pres. for exports; Rep. Garner Shriver (Kan.); Secretary of Transportation Alan Boyd; Sen. Frank Carlson (Kan.); Trowbridge; Mrs. Olive Beech, company pres.; Frank Hedrick, executive vice pres.

Connecticut CEM's to organize

An organizational meeting designed to unite Connecticut's combination export managers (CEM's) into a state-wide association has been scheduled for Oct. 4 in New Haven's Park Plaza Hotel.

H. H. Bohlmann, a Connecticut REEC member who is organizing the luncheon meeting, says the association will promote better understanding between manufacturers and CEM's and also help locate a member CEM which is best suited to market a particular product abroad.

The Hartford Field Office of the U.S. Dept. of Commerce is also encouraging Bohlmann's plan.

Write: H. H. Bohlmann, 222 Rimmon Road, North Haven, Conn. 06473.

'Current Business' has new foreign trade data

A newly revised statistical series for studying short- and long-run movements in the value of United States merchandise imports is being made available in the September issue of the *Survey of Current Business*, monthly publication of the Commerce Department's Office of Business Economics.

The series summarizes, in six broad commodity categories and fifteen subcategories, the more than 10,000 individual import items listed in the Tariff Schedules of the United States, Annotated (TSUSA).

The new commodity aggregates of imports are based on a concept of end-use demand under which six principal end-use categories have been constructed, as follows: 1) Foods, feeds, and beverages; 2) Industrial supplies and materials; 3) Capital goods, except automotive; 4) Automotive vehicles and parts; 5) Consumer goods (nonfood), except autos; 6) All other imports.

OBE's new import series spans a period from 1953 to 1967 and shows both annual and quarterly data for the six principal end-use categories and 15 related subcategories.

The *Survey of Current Business* is available from field offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Advance promotional planning, follow-up action spark prospects for Camden County trade mission

New Jersey group could not handle all interviews requested; potential for several million dollars' worth of business seen

Thorough advance planning and immediate and continuing follow-up action are credited with contributing to the rousing market outlook reported by the recent Camden County (N.J.) trade mission to Japan.

"The amount of correspondence that is now in process between our firms and the Japanese firms indicates an optimistic projection for business prospects which should result in several million dollars worth of sales in addition to franchising, licensing, and joint venture arrangements," says Thomas A. Kelly, executive director of the County's Economic Development Committee which coordinated the mission.

Sponsored by the County's elected officials, and said to be the first mission of its kind in the United States to be sponsored by a county, a small but diligent group last June visited Tokyo and Osaka. "Our four mission members met 375 Japanese businessmen and 75 officials and American businessmen during our ten-day stay. We brought back 192 direct inquiries on the 38 products we represented. We had 12 overtures by Japanese businessmen to visit Camden County. The President of Muranaka Medical Instruments Co. and his manager were our first visitors . . . Preliminary negotiations ensued as a direct follow-up to our interview in Osaka," says Kelly.

Advance work paid off

William Baughman, Industrial Representative of the Development Committee, served as advance man and also as a member of the mission, which was approved by the U.S. Department of Commerce.

Baughman hired a Japanese-American, Tony Kawaguchi, experienced in import-export and trading company transactions, as secretary of the mission. With the addition of a clerk-typist, they set up an entire office operation at the U.S. Trade Center in Tokyo and at the U.S. Consulate in Osaka.

They obtained the cooperation of the American Chamber of Commerce in Tokyo to mail out an advance notice to its 600 members and of the Tokyo Chamber for an announcement in Japanese to its 1700 members.

"We feel that the techniques we used in advance promotional planning were largely responsible for the overwhelming number of appointments which had been arranged by the time we arrived in Japan," the report points out. The mission was unable to take care of all the appointments requested during its stay.

Chief interests pinpointed

The mission met with 65 firms in Tokyo. Many of the trading companies that came in for interviews brought various division managers. The strongest areas of interest were found to be in electronics, metalworking, machinery, hospital equipment, and foodstuffs. Six companies requested interviews for services, such as patent attorneys or consultants.

Through arrangements by Embassy officials, the mission met with key figures of three companies on matters relating to development of the Camden-Philadelphia Port, and with others regarding the feasibility study being made for Commissioner Robert Roe, of the New Jersey Department of Conservation & Economic Development, on a tentative plan for a State mission in 1968.

In Osaka, where the mission met with 39 Japanese firms, the interviews were focused more on manufacturers' interest in direct trade with the companies represented than on the trading-company approach, as in Tokyo.

Some firms expressed interest in U.S. products which were not related to those of the Camden County firms represented. These inquiries have been referred to Commissioner Roe for exposure to firms outside the County.

At the conclusion of the mission, Tony Kawaguchi, now familiar with all of the products promoted by the members, was retained jointly by the Camden County Chamber of Commerce and the Economic Development Committee to act as liaison man in Japan for six months. The U. S. firms represented by the mission and the Japanese firms interviewed were notified of this service. Kawaguchi's assistance in clarifying correspondence and arranging contacts is stimulating and facilitating negotiations for a number of firms—both those whose products were promoted by the mission and others attracted by the group's findings.

Serving on the mission in addition to Kelly and Baughman were LeRoy S. Thomas, Camden County Chamber of Commerce, and William H. Goodman, Economic Development Committee.

CAMDEN MISSION set up offices in Tokyo and Osaka. L. to r., Kelly, Baughman, Thomas, Goodman.

Secretary commends companies for gains in balance of payments contributions

Mid-year reports from 625 firms indicate voluntary 1967 goal of $2 billion improvement may be attained, even exceeded

First half results in the voluntary balance of payments program indicate that the overall improvement goal for 1967 will be attained or exceeded and the direct investment target more than met, according to Secretary of Commerce Alexander B. Trowbridge.

Mid-year revised projections for the year as a whole confirm this expectation and suggest an overall improvement of $2.4 billion, compared with a goal of $2 billion originally set for the year. Secretary Trowbridge noted that this improvement is especially gratifying in the light of the balance of payments deficit in the first half of this year.

The 625 companies for which reports are available now project annual contributions of $20.1 billion in 1967, compared with $17.7 billion in 1966. This represents a significant improvement over the original 1967 projection of $19.7 billion made at the beginning of the year. The impressive growth now expected in overall contributions can be attributed primarily to continuing improvement in exports and net direct investment performance.

Overall contributions during the first half of 1967 amount to 48% of the new projections for the entire year. Export receipts totaling $8.3 billion in the first six months also account for nearly half of the projected amount, while income from direct investments is somewhat lower relative to the annual projections.

Direct investment capital outflows, both to developed and less developed countries, were $932 million, or 42% of the projected amount, after adjustment for the use of funds borrowed abroad. However, several unusual inflows occurred during this period connected with liquidations of existing foreign assets, without which outflows to all countries would have been somewhat less favorable.

Capital outflows to less developed countries rose sharply during the second quarter, and the total for the year is expected to be substantially higher than in 1966.

Capital outflows to developed countries after adjustment for borrowing are projected to decline from $2.0 billion in 1966 to about $1.5 billion this year, especially if companies are successful in expanding their reliance on foreign financing.

The 625 companies report that in 1967 they expect to use $590 million of funds borrowed abroad. During the first half of the year they used $287 million of such funds to finance direct investment activities in developed countries, or 49% of their revised annual projection.

Virginians to meet on world trade in mid-October

International marketing, port problems to be discussed

"Marketing in an Uncertain World" will be the theme of the 19th Annual Virginia Conference on World Trade to be held in Norfolk's Golden Triangle Oct. 18-20.

This year's meeting has been designed to stimulate further involvement of Virginia firms in foreign trade, according to the Virginia State Chamber of Commerce.

E. E. Schnellbacher, Assistant Director of the U.S. Department of Commerce Bureau of International Commerce, will participate in the panel on international marketing, scheduled for the morning of Oct. 19. Alan S. Boyd, Secretary of Transportation, will address the banquet.

Among other speakers at the conference will be Herbert Harris, legislative counsel of the American Farm Bureau Federation, who will discuss the recent Geneva Kennedy Round negotiations; J. Frank Alspaugh, Director of Virginia's Division of Industrial Development, who will discuss formation of a Virginia foreign trade office; and Cecil H. Fuller, of the Virginia Ports Authority, who with the staff will report on development and needs of Virginia's ports.

For additional information, **write:** Virginia State Chamber of Commerce, 611 East Franklin St., Richmond, Va. 23219.

North Carolina plans 2nd trade mission, to South America

Members leave Oct. 17 to seek sales for state industries

North Carolina will send a Government-approved trade mission to South America Oct. 17-Nov. 9 to seek new trade and investment opportunities.

The 12-man mission was organized by the State of North Carolina with the help of the Department's Bureau of International Commerce (BIC). Members will seek sales for state industries and promote tourist trade.

Mission members were scheduled to meet with Secretary of Commerce Alexander B. Trowbridge and other Commerce officials Sept. 28 for an all-day briefing on U.S. trade expansion policies and a sizeup of the market in South America.

The mission will visit Caracas, Venezuela, Oct. 17-20; Lima, Peru, Oct. 21-25; Santiago, Chile, Oct. 26-31; Rio de Janeiro, Brazil, Nov. 1-6, and Sao Paulo, Brazil, Nov. 7-9.

Second in year

It is the second industry-organized and Government-approved mission dispatched overseas by North Carolina in a year. A 1966 mission to Europe led to immediate sales of $170,000 and an estimated sales potential of $10 million.

Edward L. Mercaldo, export consultant, North Carolina State Department of Conservation and Development, will head the group. Other members are J. H. Berkelhammer, director of sales, United Brass Works, Inc., Randleman, N.C.; P. H. Brown, president, P. H. Brown & Associates, Inc., Raleigh; H. J. Caldwell, president, Charlotte Aircraft, Charlotte; John Votta, export manager, Wica Chemicals, Inc., Charlotte; R. G. Gurley, president, Gurley Milling Co., Selma; James A. Hackney, president, J. A. Hackney & Sons, Inc., Washington; Roger L. Knight, president, Winton Products Co., Charlotte; Paul A. Linney, manager of international operations, Aeroglide Corp., Raleigh; Clarence M. Robbins, sales manager, Long Manufacturing Co., Tarboro; Donald Kuntz, vice president, Superior Continental Corp., Hickory, and Harvey Diamond, president, Plasti-Vac, Inc., Charlotte.

Foreign Market Report Service announces 352 new titles

U.S. commercial specialists report trade prospects for individual commodities in various countries

The Foreign Market Report Service has announced the availability of 367 more special reports submitted by U.S. commercial personnel overseas. These reports cover trade prospects for individual commodities throughout the world.

These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Most recent listings appeared in the Aug. 14 and Sept. 4 issues.

The reports, which vary in length from one to 42 pages, are available for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

11—ANTHRACITE MINING

111—Coal

DIB-67-09-220 Coal and coke production, by type, for **Federal Republic of Germany** (includes labor force and absenteeism statistics), 2 pp

DIB-67-09-156 **Germany:** New trends in construction and outlook for U.S. exporters, 15 pp

DIB-67-09-143 **Turkey:** Building boom in Asmara, 7 pp

20—FOOD & KINDRED PRODUCTS

200—Agricultural (general)

DIB-67-09-033 **Argentina:** Government agricultural policy outlined at Palermo show, 2 pp

DIB-67-09-275 **Brazil:** Agricultural policy 16 pp

DIB-67-09-007 **Canada:** Preliminary estimates of crop and summer fallow acreages, 1967, 2 pp

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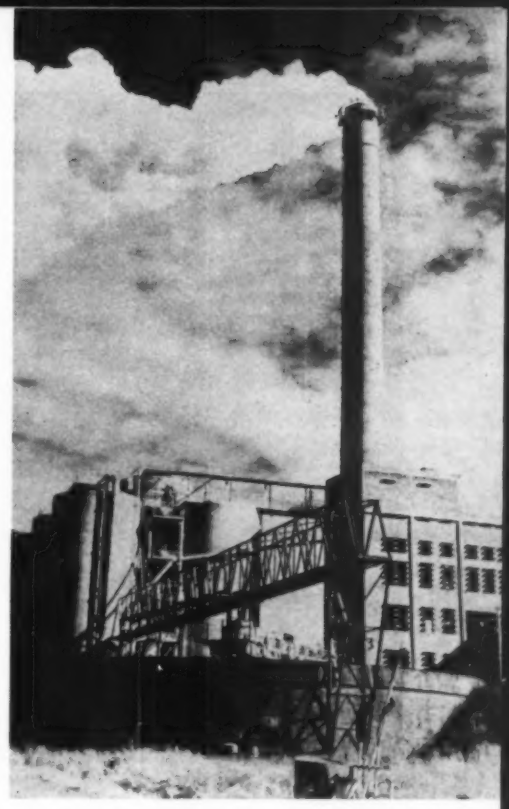

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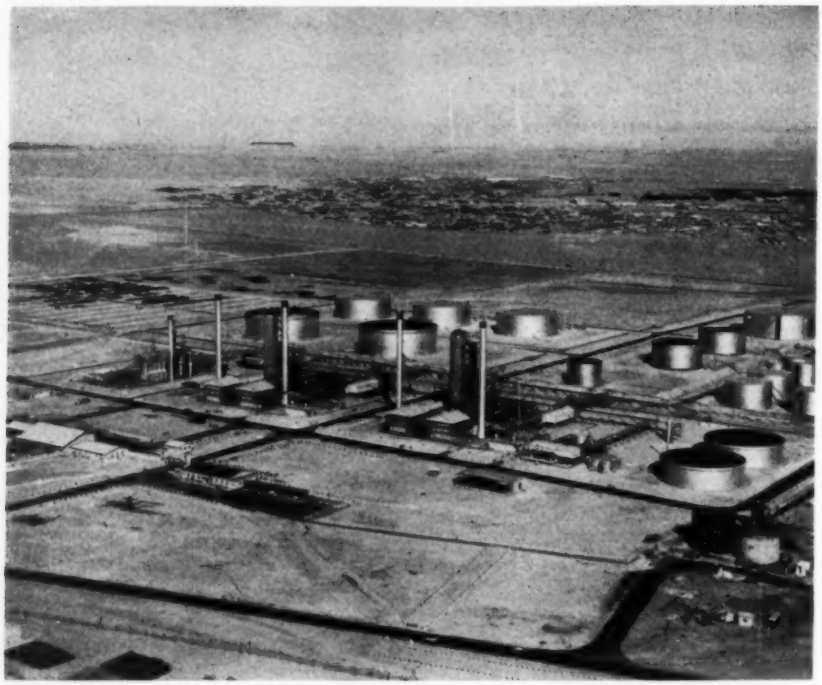

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DIB-67-09-118 **Venezuela:** Mercedes-Benz first company to locate in Barcelona Industrial Zone, 3 pp

38—PROFESSIONAL, SCIENTIFIC & CONTROLLING INSTRUMENTS; PHOTOGRAPHIC & OPTICAL GOODS, WATCHES AND CLOCKS

380—Scientific instruments

DIB-67-09-211 **Italy:** Scientific, industrial and technical instruments and equipment, market trends and outlook, 10 pp

386—Motion pictures and photographic equipment

DIB-67-09-282 **Argentina:** Entertainment motion pictures and photographic equipment and supplies—1965 and 1966, 19 pp

DIB-67-09-178 **Japan:** Entertainment motion pictures—1966 report, 9 pp

387—Watches & clocks

DIB-67-09-210 Current developments in the **West German** horological products industry, 10 pp

44—WATER TRANSPORTATION

440—Water transportation & related services

DIB-67-09-028 **Spain:** New port rates, 39 pp

45—TRANSPORTATION BY AIR

450—Air transportation

DIB-67-09-226 **Iceland:** 50% reduction in air freight component of import duties (ad valorem, c.i.f. basis), 2 pp

DIB-67-09-164 **U.K.:** Domestic airlines win fare increase, 4 pp

49—ATOMIC, ELECTRIC, GAS, AND SANITARY SERVICES

491—Electric power

DIB-67-09-038 **Italy:** Power and electrical equipment, 16 pp

495—Sanitary services

DIB-67-09-338 Oil pollution control in **Japan,** 9 pp

95—MARKETING INFORMATION

952—Market conditions

DIB-67-09-223 **Mexico:** Pressure for Mexicanization of advertising business, 2 pp

98—ECONOMIC REPORTING

980—Economic (gen.)

DIB-67-09-283 Criteria for inclusion of a firm under various schedules of the **Cameroon** Investment Code (French text), 20 pp

DIB-67-09-113 Subregional economic integration: agreements between **Colombia and Chile,** 3 pp

DIB-67-09-015 Corporate activities in **El Salvador,** 6 pp

DIB-67-09-096 **France:** Government defines new system of profit sharing for employees, 6 pp

DIB-67-09-235 **Kenya:** Economic trends, 18 pp

DIB-67-09-116 **Nepalese** economic highlights, July, 3 pp

982—Economic (second quarter)

DIB-67-09-254 **Brazil:** Economic trends, 11 pp

DIB-67-09-166 Central Statistical Administration's review of **Bulgarian** economic performance for first half of 1967, 11 pp

DIB-67-09-184 **Canada:** Economic trends, 14 pp

DIB-67-09-174 **Ecuador:** Economic summary, second quarter, 25 pp

DIB-67-09-253 **Germany:** Economic trends, 11 pp

DIB-67-09-160 **Honduras:** Economic summary—second quarter, 12 pp

DIB 67-09-253 **Lebanon:** Summary of economic developments, second quarter, 37 pp

DIB-67-09-012 **Saudi Arabia:** Economic summary, second quarter, 21 pp

985—Economic (semi-annual)

DIB-67-09-362 **Australia:** Economic trends, 9 pp

DIB-67-09-255 **Congo:** Economic trends, 12 pp

DIB-67-09-183 **Greece:** Economic trends, 10 pp

DIB-67-09-225 **Haiti:** Economic trends, 5 pp

DIB-67-09-182 **Iran:** Semi-annual economic review and outlook for the first half, 28 pp

DIB-67-09-333 **Italy:** ISCO review of Italian economic development, 6 pp

DIB-67-09-345 **Jamaica:** Economic trends, 6 pp

DIB-67-09-346 **Korea:** Economic trends, 10 pp

DIB-67-09-213 **Morocco:** Economic trends, 8 pp

DIB-67-09-277 **Lima:** Economic trends, 7 pp

DIB-67-09-276 **Manila:** Economic trends, 11 pp

DIB-67-09-363 **Ankara:** Economic trends, 9 pp

986—Economic (annual)

DIB-67-09-111 **Sierra Leone:** Economic trends, 7 pp

SPECIAL REPORTS

(Export Market Guides)

The following reports are available on request, at no charge, from the Commercial Intelligence Division, Bureau of International Commerce, Washington, D.C. 20230.

356—**Italy:** Packaging equipment and materials

365—**Sweden:** Hi-Fi sells in Sweden—high fidelity equipment

United States overseas

The export promotion dates on these five pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Technical and professional photographic products. GERMANY. A 50% reduction from the present 12-18% duty on much American made photographic and optic equipment entering the EEC was negotiated in a recent Kennedy Round session. These reductions should give American manufacturers added leverage in penetrating a ripe European market for technically advanced non-consumer photographic products. U.S. equipment of this type is already highly regarded in Europe, particularly in Germany where increased expenditures are budgeted by both the private and public sectors for applications in aerospace, aerial, underwater, and high-speed photography; and in product design, testing, and manufacturing. Other opportunities exist for equipment used in holographic and laser research; television news and feature production; and in theatric, educational, and vocational training systems. A limited number of places are still open. **Frankfurt Trade Center. Oct. 2-6.**

Space fully booked

Materials handling equipment. ITALY. The surge of Italian industrial growth in the past few years has opened important opportunities for sales of advanced materials handling and conveying equipment. An industry study indicates that Italian industrial facilities for the most part lack modern systems of mechanical handling. Prospects are excellent for sales in Italy of U.S. manufactured equipment, especially for advanced and sophisticated systems and devices. The U.S. exhibit will coincide with IPACK-IMA, the large Italian trade show featuring materials handling equipment. **Milan Trade Center, Oct. 4-10.**

Space fully booked

Fluid power systems, components and accessories. JAPAN. The size of the Japanese fluid power market is estimated at $125 million, and U.S. manufacturers sold more than $11 million worth of equipment to the Japanese last year. As one of the leading industrialized countries of the world, Japan offers new and exciting sales opportunities for U.S. fluid power equipment manufacturers. As the Japanese economy continues to boom, recording new achievements in new industries practically every month, her requirements for new and advanced-design fluid power equipment will continue to increase. This U.S. Exhibition, part of the largest Japanese trade show devoted to fluid power equipment, is expected to make a major impact on the Japanese industry. A carefully planned promotion campaign throughout Japan will bring to the exhibition most of the important buyers, agents and distributors. **International Hydraulic & Pneumatic Machine Fair, Tokyo. Oct. 6-12.**

Space fully booked

Food processing, packaging, metalworking, petrochemical, textile processing and plastics processing equipment. TAIWAN. Direct export sales continue to be the primary objective in this market, but in addition this exhibition will focus on the broad investment opportunities which Taiwan presents for U.S. manufacturers. Licensing agreements, joint-ventures and wholly-owned subsidiary operations are all acceptable and desirable to the Government to the Republic of China. This exhibition will offer interested U.S. manufacturers an opportunity to take a good look at the market in Taiwan from both a sales and investment point of view. **U.S. Industrial Machinery Exhibition, Taipei. Oct. 26-Nov. 4.**

Space fully booked

Mining, construction and industrial equipment. PERU. Large investments in mining, ambitious construction programs, growing demands for domestic metal products, and improved technical levels in automotive repair in the West Coast of Latin America have resulted in expanding markets for mining, construction, metalworking, automotive maintenance, and ancillary equipment. Although the United States holds a major share of these markets, American businessmen must continue to promote their products actively to meet increasing competition from Europe and Japan. The "strictly business" Pacific International Trade Fair, one of the outstanding sales events in Latin America, offers an excellent

promotions

vehicle for this purpose. **U.S. Commercial Exhibition. Fifth Pacific International Trade Fair, Lima. Oct. 27-Nov. 12.**

Space fully booked **Electronics — USA/68. GERMANY.** Germany, one of the fastest growing industrial economies in the world represents a prime market for new products, innovations, and technologies commercially available from the U.S. electronics industry. This exhibition is especially tailored to meet the needs of European buyers of selected brand-new U.S. hardware. It is a good opportunity to test the market place, secure immediate sales acceptance and obtain international distribution for very recently developed electronic components, instruments, controls, equipment, systems, engineering services, and unique applications in the process industries, communications, high energy physics, and medicine. These particular areas are deemed of significant interest to German industry and scientific circles. **Frankfurt Trade Center. Oct. 30-Nov. 3.**

Supermarket equipment and foodstuffs. THAILAND. Both the Thailand food merchant and his customer have accepted the self-service supermarket technique of rational, sanitary and economical marketing. Based on present trends, the number, quality and size of individual supermarket operations are bound to grow not only in Thailand but throughout Southeast Asia. This pattern of progress and growth offers U.S. manufacturers of supermarket, merchandising, refrigeration and associated equipment a challenging opportunity to expand sales in a vigorous and viable market. **Bangkok Trade Center. Nov. 1-9.**

Space fully booked **Machinery and materials for manufacturing plastic products. ITALY.** Italy possesses one of the major plastic industries in the world with 40 firms producing plastic materials and over 2100 firms specializing in manufacturing plastic products. She ranks third world-wide in household appliance production and her substantial automotive, electronic and pharmaceutical industries generate a further requirement for plastic products. With no restrictions on the import of American machinery and materials, her interests lie in new, specialized and high volume equipment and in new or special application materials. **Milan Trade Center. Nov. 2-8.**

Advanced electronic components. SWEDEN. The production of electronic equipment in Sweden is rapidly expanding. Soaring demand for industrial and professional electronic devices is stimulating the growth of this industry. Swedish output of components, limited in scope, cannot satisfy the requirements for many types of advanced components needed in specialized equipment. Imports of components into Sweden exceeds $50 million a year. Further expansion of the industry will create an even larger market for component suppliers. A recent study by the Marketing Services Department of the U.S. Electronic Industries Association confirms that Sweden is a growing market for components. U.S. companies in this field can benefit by exhibiting and selling their products. **Stockholm Trade Center, Nov. 8-14.**

Space fully booked **Electronic production equipment. UNITED KINGDOM.** The large and rapidly expanding British electronics industry is looking toward the U.S. for new and advanced production equipment and fast delivery. Estimated annual output of the British electronics industry exceeded $1.5 billion in 1965, and should reach $2.25 billion by 1970. Conditions appear extremely favorable at this time for U.S. firms to introduce new products as well as to increase sales of products already in use. **Royal Lancaster Hotel, Hyde Park, London. Nov. 13-17.**

Machinery and equipment for peaceful uses of atomic energy. JAPAN. Planned to coincide with the 8th Japan Conference on Radiosotopes, this Show is aimed at the quickly growing Japanese market for nucleonic and radiological equipment. Japanese Government budget appropriations for atomic energy projects are running in excess of $3⅓ billion, and the 9 electric power companies plan to produce 1 million kilowatts from atomic energy by 1970 with projections calling for an additional 6½ to 8 million kilowatts in installed capacity by 1980. Increased nuclear and radiological research in the medical, food, fishery and agricultural industries is also creating a demand for equipment and instrumentation that is not being fulfilled by domestic producers. **Tokyo Trade Center. Nov. 13-18.**

Vacuum and cryogenic equipment. GERMANY. Recent surveys indicate a growing German demand for advanced U.S. vacuum and cryogenic equipment, particularly in relation to the Federal Republic's newly announced five-year space program. A strong interest can be expected in hardware for both new and established end uses. **Frankfurt Trade Center. Nov. 27-Dec. 1.**

Automotive diagnostic and service equipment. ITALY. The number of motor vehicles in Italy increased from 3,580,222 units in 1963 to 6,141,700 units in 1966. By 1969 this figure will reach 9,000,000. Such increases in the number of vehicles have created a rising demand for testing and service facilities in Italy. **Milan Trade Center. Dec. 1-7.**

Chromatography and electrophoresis instrumentation. UNITED KINGDOM. Advanced analytical instruments are needed by British industrial and institutional laboratories to meet rapidly expanding requirements. The present market is placed at $34.2 million, of which 46 per cent is imported. The U.S. accounts for 51 percent of these imports. Continuing high levels of research and development expenditures in the U.K. promise dynamic markets for U.S. instruments. **London Trade Center. Dec. 6-14.**

Paper industries equipment. JAPAN. Japanese requirements for papermaking, converting and bookbinding equipment are substantial—1966 imports of these products exceeded $7

GROUPS OF BUYERS gathered at the booths of more than 60 exhibitors in the U.S. Pavilion at the 1967 Paris Air Show. U.S. firms reported cash sales in excess of $1 million, and sales expectations during the first year following the show as a result of participation totaled close to $18 million.

million. The nation is the third largest producer of paper in the world; last year's production surpassed 8 million metric tons, a three-fold gain in the past decade. Although the country is self-sufficient in large pulp and paper production machinery, there are large demands for paper conversion equipment, accessories and supplies of all types. Modernization of the carton and box industry, as well as improving production within the country's 14,800 processing and finishing plants, is encouraged by national fiscal policies through low cost loans, special depreciation rates and certain tax concessions. Japan's 3,400 bookbinders cannot keep abreast of the publication needs of the country and governmental assistance is anticipated to sustain a large scale modernization program. High quality and specialized paper bag production, printing and filing equipment, business papers and forms production machinery, quality control instrumentation and high-speed production supplies offered on world markets by U.S. manufacturers have been identified as "most saleable" to Japanese paper product makers. **Tokyo Trade Center. Dec. 11-16.**

Family Play Time Show. THAILAND. The stability and security created by a booming economy, rising standards of living and growing disposable personal income has created for the Thais conditions which are conducive to the pursuit of sports, hobbies and leisure time activities. This development has sparked a growing demand for U.S. golf equipment, craft and hobby products such ship, airplane and automobile model kits, pop, jazz and classical records, toys, toiletry and cosmetic supplies. **Bangkok Trade Center. Dec. 12-29.**

Mining equipment. THAILAND. Extensive geological investigations have uncovered heretofore untapped mineral and metal resourses throughout Thailand. Efforts to expand and upgrade road networks and improve harbor facilities are creating the basic infrastructure needed to bring these new finds into production. This activity is adding a new and important dimension to Thailand's already thriving mining industry. With increased government and private interest in opening new mines and improving those already worked, the demand for mining, ore beneficiation and earth moving equipment as well as related instruments and accessories is growing rapidly. To cater to this proven demand the second U.S. showing of mining equipment has been scheduled for January, 1968. This event has been planned specifically to coincide with a major mining congress scheduled to be held in Bangkok and thus take advantage of the large number of trade visitors expected to be in attendance. **Bangkok Trade Center. Jan. 15-20, 1968.**

Compact computers. UNITED KINGDOM. Sales potential is high in the U.K. for U.S.-made computers designed for the limited requirements of small-scale or specialized users. Attractive market opportunities are indicated by the willingness of British businessmen to modernize, and by the U.K.'s growing research and development expenditures—which exceeded $2 billion last year—more than the combined R&D expenditures of the entire Common Market. Following the London Trade Center Exhibition, the displays will be mounted in railroad cars and constitute an exhibit train, which will make scheduled appearances at four leading U.K. business cities. **London Trade Center—Jan. 16-19, 1968; Train displays: Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3; Glasgow, Feb. 5-7.**

Commercial laundry and dry cleaning equipment and supplies. JAPAN. The Japanese commercial laundry and dry cleaning industry is "going modern." Many segments of the market including neighborhood shops, full line establishments, linen supply firms, and industrial and institutional users are converting to modern sophisticated equipment. Since 1961 this industry has mushroomed from 38,376 establishments to more than 53,000 in 1965 with continued growth expected. In 1966 commercial laundry and dry cleaning equipment sales in Japan exceeded $20,000,000 with U.S. manufacturers capturing two-thirds of the $5,000,000 import market. **Tokyo Trade Center. Jan. 22-27, 1968.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal product categories to be featured include housewares, food items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y., 10018. **Scheduled for Feb. 1-Mar. 14, 1968.**

Agricultural machinery, food processing and packaging, metalworking machinery, industrial and agricultural chemicals, industrial engineering. PAKISTAN. U.S. Trade and Investment Mission. Business proposals should be submitted by Dec. 1, 1967. Mission is scheduled for **Feb. 3-Mar. 4, 1968.**

Non-destructive testing and quality control equipment. GERMANY. "It doesn't cost—It pays" will be the selling theme for the promotion of U.S.-made radiographic, isotopic, magnet particle, penetrant, ultrasonic, eddy current, sonic, high voltage, microwave, beta-ray, thermographic, infra red and other non-destructive research, laboratory and production line quality control equipment. European industrialists, ever conscious of the need for top quality and low cost production, desire the American experience gained in the fields of advanced data processing and electronic circuitry combined with basic non-destructive test principles which have traditionally given American products a distinct advantage over most European ones. The present annual market for non-destructive test equipment in Germany alone is estimated at $50 million and by 1970 should surpass $100 million. The convenience offered by the display area and the centralized location of Frankfurt in the Common Market Area provides a unique opportunity for the serious buyer to get a broad view without the tedious, tiring hall-to-hall visit so common with most European Fairs. **Frankfurt Trade Center. Feb. 5-8, 1968.**

Advanced medical equipment. ITALY. Italian Government plans call for the expenditure of $528 million for new hospital facilities for the five-year period that began in 1965. In addition to the sales that will result from the construction of new medical facilities, a fertile market already exists among Italy's over 1200 currently operating hospitals that are reportedly lacking in modern, technically-advanced medical equipment and supplies. Italian imports of medical equipment and supplies have averaged about $6 million annually over the past few years. **Milan Trade Center. Feb. 7-13, 1968.**

Miniature and microminiature electronic components. UNITED KINGDOM. British demand is accelerating for U.S.-made miniature and microminiature electronic components. Sales of solid circuits, thick-film, and thin-film circuits in the U.K. are expected to reach $8.7 million in 1967, and $4 million by 1970. More than 50% of the market for microminiature circuits in the United Kingdom is imported—most

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Melbourne, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Melbourne.

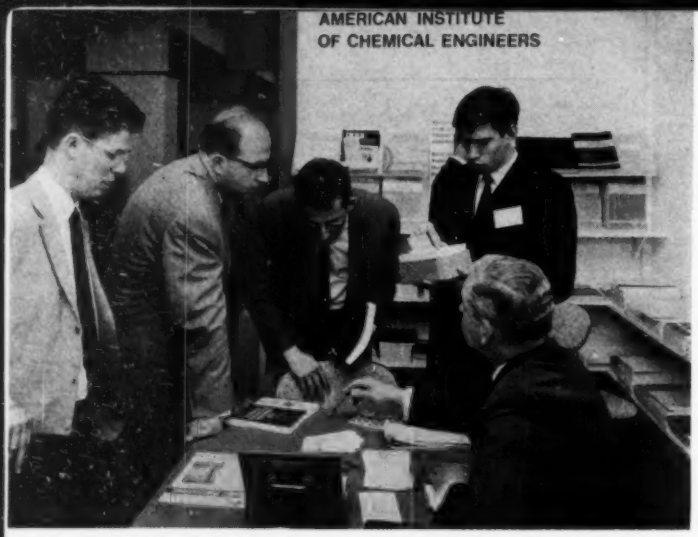
Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.



INFORMATION ABOUT PUBLICATIONS edited by the American Institute of Chemical Engineers was provided for qualified trade representatives among the more than 50,000 visitors to the U.S. exhibit at ACHEMA 1967.

of it from the United States. Production of microcircuits in the U.K. has increased in recent years, but it is unlikely that it can keep up with the explosive demand projected for the next decade, and imports from the United States should continue to rise. **London Trade Center. Feb. 14-22, 1968.**

Institutional Hospital Equipment and Supplies. JAPAN. The sharp increase in the number of hospitals and clinics, approximately 100,000 now operating in Japan, coupled with labor shortages and rising wages, averaging 10% per annum, offer an excellent market for a wide variety of U.S. institutional hospital equipment, particularly products with advanced design and labor-saving features. Market research has revealed a good demand exists for food preparation and service equipment, office machines, especially automated accounting systems, sickroom furniture and patient care equipment, equipment for housekeeping services from linen folders to floor scrubbers, and products for facilities improvement of all types —air conditioning, communications, record keeping, pharmacy, and nurses' stations. Japanese doctors, hospital and clinic administrators and other medical professionals feel that American medical treatment and hospital equipment is more advanced than Japanese, and these influential decision-makers will be visiting this show to see, specify and buy products shown by participating U.S. manufacturers. The impetus to buy is aided by a booming economy now prevailing throughout Japan. **Tokyo Trade Center. Feb. 19-24, 1968.**

Hi-Fi Equipment. SWEDEN. The Swedish market appears to offer an excellent opportunity for sales of American high fidelity and stereophonic sound reproduction equipment, currently estimated at more than $5 million annually and expected to double in the next few years. Swedes appreciate good music and enjoy one of the highest standards of living in Western Europe. They have sufficient disposable income for luxury items. As the novelty of TV diminishes, a sharp rise is expected in the popularity of complete sound systems. **Stockholm Trade Center. Feb. 22-28.**

Insecticides, fertilizers, agricultural chemicals, consumer goods, industrial and construction machinery and equipment, food processing and refrigeration equipment. IVORY COAST/ CAMEROON. U.S. Trade and Investment Mission. Business proposals should be submitted by Jan. 15, 1968. Mission is scheduled for **Mar. 11-Apr. 4, 1968.**

Packing Equipment and Materials. ITALY. Italy offers an excellent market for specialized and advanced packing, packaging and accessory equipment. U.S. manufacturers supplied nearly 20 percent of Italy's imports of packaging equipment in 1966, and the current demand for special and fully automatic packaging equipment from the United States is still rising. Most Italian users and potential buyers of packaging machinery and equipment feel that U.S. products are superior to European items in efficiency, technical quality and durability. **Milan Trade Center. Mar. 13-19, 1968.**

Equipment and Supplies for the Plastics Industry. SCANDINAVIA. Scandinavian per capita consumption of plastics is high. Sweden itself is the third highest per capita consumer of plastics in the world. Rapid advances in technology, resulting in development of special-purpose resins, better design applications and greater use of plastics in combination with other new materials, have generated an overall annual production increase of 20% in the Scandinavian plastics industries. Sweden alone is estimated to spend $8 million a year for plastics machinery, yet only one firm manufactures needed equipment. Scandinavian countries rely increasingly on imports of capital equipment and supplies to fill production quotas. **Stockholm Trade Center. Mar. 28-Apr. 3, 1968.**

Oceanographic Instrumentation and Allied Products. UNITED KINGDOM. Being a leading maritime nation and beneficiary of the discovery of petroleum and natural gas in the North Sea, the United Kingdom has been selected as the site for the second U.S. Commerce Department-sponsored oceanographic equipment exhibition. At the first oceanography show, held at the Frankfurt Trade Center in November 1966, the 36 exhibiting U.S. firms made on-the-spot sales exceeding $150,000 and received indications of $4.8 million in orders for the following year. Over 25 percent of registered visitors came from countries other than Germany, indicating the international nature of the oceanographic community. The United Kingdom is a world center for oceanographic research and marine engineering, and is believed to be an attractive market place for the sales of U.S. products for a wide range of oceanographic applications. **London Trade Center, April 17-25, 1968.**

Instrumentation and chemical processing equipment. FRANCE. The chemical industry is the strongest sector in the French industrial complex, currently growing at the rate of 8.4% per year. By July, 1968, there will be no protective internal tariffs within the Common Market, so France urgently needs to modernize its chemical industry to get on a competitive footing with its European member partners. This year $408 million will be spent on new plant facilities, including the latest in automation and processing equipment available. By 1970 these investments are slated to reach $612 million. The CHIMIE trade fair in Paris is the biggest chemical show in Europe in 1968 and is an ideal medium to reach this dynamic market. Attendance tops 350,000 business visitors and almost 1,400 manufacturers exhibit. **U.S. Commercial Exhibition, Salon International de la Chimie, Paris, May 24-June 1, 1968.**

TYPICAL BUSINESS NEGOTIATION takes place (above) at the booth of Barber Coleman, represented at the show by Ad. Auriema Europe, S.A. At booth of Techmation, G.m.b.H., which represented several U.S. firms at show, the heart of an electronic digital integrator by Infotronics Corp. is critically examined.

German buyers view new U.S. instruments

For 25 American firms, the advanced analytical instrument show at the Frankfurt Trade Center, Sept. 4-8, offered an opportunity for advanced analysis of the German market for their products.

Sales projections for the next year by the exhibitors totaled $450,000, and the three firms who were seeking agents for permanent representation in the German market had nine agreements under negotiation when the show ended.

Visitors averaged 90 per day for the four and one-half day show, for a total of 486. Only one exhibitor felt that he had failed to achieve his primary marketing objectives in participating, and the majority of firms expressed interest in a similar show after two or three years.

MASS SPECTROMETER SYSTEM by Electronics Associates, Inc., (below left) is shown in operation by a company engineer. German agent for Ultrasonic Industries, Inc. (below) showed lab cleaning systems.

Worldwide Business Outlook pages 20-23

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The National Unity Service Inc., of New York City, which specializes in utility rate analyses, has opened an office in Duesseldorf, **Federal Republic of Germany.** The special service offered by the company is of assistance to its clients in obtaining lower rates for electricity, gas and water from public and private utilities. . . . Hilton International Co. has signed agreements to manage two of the growing number of hotels in Nairobi, **Kenya.** On Oct. 1, Hilton will assume management of the 222-room New Stanley Hotel, owned by Block Hotels Ltd. The second property, the $4.2 million Nairobi Hilton, is not scheduled for completion until early 1969. Participants in this latter venture include Trans-World Airlines, Kidco of Israel, Block Hotels and the Kenya Tourist Development Corporation. . . . The Cooper-Bessemer Co., of Mount Vernon, Ohio, and the Bremer Vulkan Schiffbau und Maschinenfabrik, Bremen-Vegesack, **Germany,** a member of the Thyssen-Bornemisza group, have jointly founded the Cooper-Vulkan Kompressoren GmbH. in Duesseldorf. The new company, owned in equal shares by the two parent companies, will produce compressors in Bremen to supply gas pipe lines to construction firms and the petrochemical industry in Germany and neighboring countries. . . . Butler Manufacturing Co., Kansas City has licensed Nippon Kokan K.K., a **Japanese** steel firm, to manufacture Butler steel silos, ventilation and dehumidifying equipment and loader-unloaders. The agreement includes technical information, use of patents and personnel training. . . . Swift & Co. of Chicago, has opened its first European meat packing plant at Isola de Cantone, **Italy.** It is a joint venture with Italian interests. . . . Alcan Aluminum Ltd., Montreal, **Canada,** will erect a cold rolling sheet aluminum plant at Oswego, N.Y. It will be in operation early in 1969.

Kenya has best year yet

United States making strong trade gains despite entrenched competition

Kenya's political stability and expanding economy are attracting the growing interest of U.S. exporters and investors. Despite entrenched third-country competition, opportunities for further increases in U.S. exports to Kenya appear good. The climate for foreign investment is favorable and should remain so.

Current economic trends suggest that the country is making substantial progress toward diversification of the economy, improved regional cooperation, and greater self-reliance.

Economic growth was exceptional in 1966: gross domestic product (GDP) is estimated to have increased by 10.3% during the year, rising to more than $1.1 billion in terms of factor cost at current prices. This gain is particularly noteworthy when compared with 1965, when drought in the agricultural sector held the rise in GDP to 2.3%.

Almost all other economic indicators were similarly buoyant, with production in many areas rising to record peaks.

Agriculture, which is the mainstay of the economy and accounts for almost 40% of GDP, recovered fully during 1966 as gross farm revenue (marketed production) rose to $153.8 million, an increase of nearly 14% over 1965 and 4.4% over 1964.

The steady process of growth and diversification of the nation's industrial base continued as manufacturing sales rose by 9% and construction income was up by 52%.

Finally, gains from tourism have marked it as the fastest growing segment of the economy: 106,320 visitors, including 49,076 tourists, produced foreign exchange earnings now estimated at close to $50 million, second only to receipts from coffee exports.

Crop output up

With the exception of wheat, sisal and seed cotton, production figures for all agricultural commodities recorded increases. Among the export crops, coffee and tea production rose to record highs of 51,310 tons and 25,000 tons respectively, while pyrethrum production was up 48% from 6,293 tons to 9,277 tons.

Receipts from agricultural exports showed a parallel upward tendency as coffee sales rose to $52.6 million, followed by tea shipments valued at $24.4 million. While a slight increase was evident in pyrethrum sales—they totaled $7.9 million—depressed world prices drove sisal earnings still lower, to $19.4 million. Following the general upward trend, significant gains were also recorded in exports of meat and meat products, ($8.4 million) hides and skins ($7.2 million), and wattle bark and extract ($4.5 million).

The increased production of coffee poses a special problem. High levels of coffee exports during the 1965/66 season were made possible only under International Coffee Organization bonus quota allocations to the three East Africa countries.

Government efforts to avoid heavy surplus stocks this year have emphasized improvements in quality and diversification of agricultural production to include tea, livestock, fish, and various horticultural products.

Diversification will also continue as a key element in the government's land policy. Resettlement programs such as the Million Acre Scheme, under which almost half the 3.4 million acres of European mixed farms in the former "White Highlands" were transferred to African ownership, are just beginning to show signs of economic viability. During 1966 revenue marketed through settlement cooperatives increased by almost 100% over 1965, coming close to pre-settlement levels.

There is every indication that pre-settlement production will be surpassed in the next few years, as more and more of the small plots reach maturity.

The government intends to continue the settlement program, but on a much reduced scale and with economic considerations predominating. Increasing

emphasis instead is to be placed on general agricultural development, land consolidation and registration, and improvement of extension services in the former African areas. Diversified plantings are to be encouraged, along with increased participation in the monetary economy.

Manufacturing growth

The vigorous pace of economic activity is evident in the proliferation of new industrial establishments during 1966, including new bottling, cork, paper, and cigarette factories in Nairobi, a plastic chair factory in Mombasa, and a nail plant in Nakuru. A battery plant currently being built by Union Carbide and Kenya's Industrial and Commercial Development Corporation, is scheduled for completion in 1967, as well as a second sugar plant which, together with the new East African Sugar Industries Factory at Muhoroni will add an additional 90,000 tons to the nation's refinery capacity, bringing still closer the goal of self-sufficiency in sugar production.

Construction of a nitrogenous fertilizer plant at Mombasa, expected to cost $14 million, will begin next year. When completed in 1970, the factory will make Kenya self-sufficient in nitrogenous fertilizers and permit some exports.

Some major projects in the building and construction industry started or completed last year include a $28 million housing development, new office buildings in Nairobi, a new wholesale market and bus terminal, and expansion of hotel facilities at Malindi, Mombasa, and Nairobi.

Local investment

The healthy state of the economy is further evident in the sizable increase in local funds available for investment. During 1966, private deposits in commercial banks rose by almost $22.4 million, making it easier for the government to obtain development funds from local sources. By mid-1967, $17.1 million had been raised in local capital markets, and a bill was introduced to raise the local borrowing ceiling from $19.6 to $28 million.

A reversal of the capital outflow following imposition of exchange controls over sterling area transactions in June 1965, coupled with the much higher level of activity in the building industry, undoubtedly had a salutary effect on the rate of capital formation in 1966. It is now likely that the forecast level of $131.6 million was achieved, marking a 23% increase over 1965.

The volume of external trade rose still higher last year, reflecting considerable increases in trade in both directions. Domestic exports (excluding trade with Uganda and Tanzania) amounted to $162.7 million, an increase of 23%.

OFFICE BUILDING CONSTRUCTION IN NAIROBI is a part of Kenya's current expansion activity. This view of Government Road, into which the business district has grown, is from the Commercial Office of the American Embassy, where a Sample Display Center for U.S. products is located.

Due primarily to increased government purchases, imports reached a record total of $314.7 million, an increase of 26% over the 1965 level. Leading the advance in commercial sales were imports of industrial and agricultural machinery, motor vehicles, paper and paper products, textiles, and fertilizers.

After several years of sizable increases in Kenya's inter-regional trade surplus, the balance of trade with Uganda and Tanzania remained virtually static at $49.8 million, approximately the same as in 1965. There was a very slight increase in trade with Uganda, whereas trade with Tanzania decreased in both directions by about $2.2 million, or 10%.

In the face of possible competition from domestic production in East African partner states, Kenya has been actively seeking new export markets, not only in other African countries, but most notably in the European Economic Community (EEC).

In 1966, the EEC ranked second among Kenya's trading partners, having supplied almost $59.6 million of total extraterritorial imports, while taking close to $40.3 million in exports. East African trade with the EEC has increased rapidly in recent years, and all three nations in the area have applied for associate status as a guarantee of continued access, particularly in the event of British entry.

Thus far, however, negotiations have produced no concrete proposals. Negotiations, now in recess, may resume following action on the British application and review of the Yaounde Convention under which 18 African countries have associate status in the EEC.

The United Kingdom remained Kenya's main trading partner last year: increased Kenyan imports of transport equipment and machinery pushed the balance in favor of the U.K. to $70 million.

U.S. exports to Kenya have risen from $13.5 million at Independence in 1963 to $31.6 million last year. During 1966 alone, U.S. sales rose by almost 32% above previous levels.

Principal U.S. export items ordinarily include machinery and transport equipment, cereals and cereal preparations, and other foodstuffs, paper and paper board manufactures, and chemical products, elements and compounds. Although exports of corn, required in the last two years to meet Kenyan domestic shortages, should no longer be necessary, completion of development activities and rising personal incomes in Kenya presage increased sales of both U.S. capital and consumer goods.

U.S. imports from Kenya, comprised principally of coffee, pyrethrum, and sisal, doubled last year, rising to $14.8 million, compared to $7.3 million in 1965.

Although Kenya's trade policy is liberal and non-discriminatory, with the excep-

tion of temporary restrictions on Japanese products and embargoes against South Africa and Rhodesia, U.S. suppliers encounter market obstacles in the form of Kenya's traditional reliance on European suppliers and the U.K. in particular.

Past experience has shown, however, this obstacle can be overcome if the U.S. exporter familiarizes himself with the East African market and chooses his local agent or representative carefully.

The climate for foreign investment is likewise favorable and should remain so. The number of U.S. firms in Kenya has risen markedly, going from 20 in 1962 to no less than 67 by the end of 1966: total U.S. investment may well be close to $100 million.

Government policy continues to encourage foreign investment. At the time of the recent nationalizations in neighboring Tanzania, the Kenyan Government reaffirmed its rejection of nationalization as a tool of economic policy and its commitment to the concept of a mixed economy, with a private enterprise base subject to government regulation and planning.

Any proposed enterprise is granted "approved status" if it is consistent with the goals of the Development Plan. A potential investor would be well advised, however, to explore what effects, if any, the government's many-faceted Africanization program might have on the proposed enterprise.

Kenya has concluded an Investment Guaranty Agreement with the U.S. and has enacted legislation protecting foreign investment, which affords foreign enterprises the right of full repatriation of profits and capital.

Future growth

Current prospects appear quite good; it is likely that GDP growth in 1967 will maintain the average 6.5% annual rate of the last three years. Agriculture, construction, and tourism should all experience a very good year, although continued growth will not be without problems and strains. Foreign trade, particularly, will remain a source of concern, and it is likely that the visible trade balance will deteriorate further.

Manufacturing, which has thus far enjoyed a rate of growth higher than predicted in the Plan, will probably level off somewhat.

Finally, a continuing high level of domestic and international business confidence indicates that capital formation may increase by 30% in 1967, achieving the Plan's annual average target of $182 million for the first time.

Tunisian economy growing, but '67 rise in GNP will fall short of Government goal

Investment climate favorable, especially for tourism and export industries; but restrictive financial measures pose problems

The Tunisian economy has encountered difficulties in recovering from the effects of last year's drought, according to a new Economic Trends Report by U.S. Commercial Officers stationed there.

While the economy is growing again, there will be well below the Government's goal of a 6% rise in gross national product during 1967, as last spring's dry weather has resulted in another poor cereal crop.

Heavy imports of foodstuffs, largely financed under P.L. 480 concessional terms, will have to be continued.

Budgetary, liquidity, and balance-of-payments problems facing the economy have required the Government to take firmer steps to control investment and give higher priorities to the agricultural sector. This year's goal is to keep gross investment equal to domestic savings and external aid combined.

Austerity measures imposed

New austerity measures including new compulsory loans on individual income, higher domestic prices for cereals and legumes, and new regulations on commercial bank credit operations to hold down monetary growth have been imposed.

Although these measures will reduce pressures on the balance of payments, the deficit in goods and services probably will be higher. Net foreign exchange reserves have fallen further.

The trade balance is improving somewhat, largely a result of crude oil exports from the new El Borma field. Gross receipts from tourism, however, will not be as high as expected. Moreover, the growing cost of servicing Tunisia's external debt is becoming a major burden for the economy.

Fortunately, the indirect effects of the Near East conflict are receding, tourism is beginning to pick up, and some potential investors are returning. Also, the level of external aid is being maintained at a high level; this will help cover the resource gap.

Trends for U.S. trade

Government import curbs and financial stabilization measures are expected to be intensified. Opportunities to diversify U.S. exports will depend largely on the new $15 million AID commodity loan.

The U.S. trade position is likely to remain strong despite Tunisia's trade ties with Western Europe. The United States currently is Tunisia's leading supplier, due primarily to various forms of assistance; however, commercial (nonaid) purchases are growing but most of these will now have to be for foodstuffs.

The investment climate, particularly for tourism and export industries, is favorable; but restrictive financial measures will continue to pose problems.

Copies of the full Economic Trends Report from which this telegraphic summary was prepared will be available shortly from the Clearinghouse for Federal Scientific and Technical Information, Springfield, Va. 22151.

Send check for $1.50 directly to the Clearinghouse or to the nearest Department of Commerce Field Office.

Angola prospects are bright despite payments deficit

Mineral industries offer best trade, investment openings for U.S.

The economic outlook for Angola is favorable in almost all respects. Estimated gross national product (GNP) is increasing at the rate of 4.5% a year. Allowing for population growth of about 2%, per capita income is going up about 2.5% annually.

The four major sectors in the Angolan economy continue to be coffee, petroleum products (production and distribution), diamonds, and fish products. There is some growth potential in all except the first, which is limited by world market conditions.

Prospects are particularly bright for increased mineral production, principally

petroleum and iron. Other industrial production is growing at the rate of 15% a year.

The emphasis in development plans is on aid to industry and improvements in power and transportation facilities.

Agricultural production is stable, based principally on coffee, the mainstay of the economy, which provides half the province's export revenue. Other agricultural commodities which have good potential are cattle, sugar, tobacco and cotton.

Foreign trade has been increasing steadily, and inflation is not considered a significant problem.

The otherwise bright economic picture is marred mainly by a growing balance of payments deficit resulting from transactions with continental Portugal. This is considered Angola's most serious economic problem. Long term prospects for improvement in the situation through increased exports, however, are good.

In any case, the foreign businessmen are not unduly concerned about the problem, since Angola's favorable balance of trade and payments with foreign countries permits repatriation of foreign currencies more easily than repatriation of Portuguese escudos.

Other unfavorable factors are a shortage of skilled labor and an increasing resort to credit in commercial transactions, caused partly by a growth in debts of the armed forces to suppliers resulting from the counterinsurgency effort. In some cases foreign exporters are being asked to extend credit of up to 120 days on routine sales.

For U.S. traders and investors, the growth in the economy is likely to provide new economic opportunities. Particularly in the minerals field, an increased U.S. economic presence is likely.

Best U.S. trade opportunities will probably be in export of heavy equipment to Angola.

Jordan reduces import duties on several items

Jordan's Ministers of Finance and Economy recently announced a reduction in the import duties on specified animal and vegetable fats and oils from 73% to 20%. In addition, the duty on yarn of sheep's or lamb's wool and of other animal hair for retail sale was reduced from 38% to 14%.

Information as to specific items may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Ministers of 11 LAFTA nations agree on seven important steps

At meeting in Asuncion, six other significant proposals were detoured to Permanent Executive Committee for study

Although initial reaction to the second LAFTA Meeting of Foreign Ministers expressed disappointment, further analysis has evoked a generally positive verdict.

The Ministers of the 11 Latin American Free Trade Association nations, meeting in Asuncion, Paraguay, reached seven significant agreements and deferred six others.

Affirmative actions were:

1. Approval of the concept of subregional groupings within LAFTA;
2. Classification of Uruguay as a country of lesser development, with the provision that it negotiate bilateral concessions requested for each product;
3. Creation of a LAFTA-CACM Coordinating Committee;
4. Acceptance of a protocol for peaceful settlements of disputes;
5. Approval of the subregional agreement developed by the Andean Development Corporation;
6. Granting of tariff preferences to Central America and Panama, without reciprocity; and
7. An increase of funds for technical studies and the establishment of a technical operative unit within the LAFTA Secretariat to assist less developed countries.

For further study

Although the agreements reached represent important steps ahead for LAFTA, six other important proposals were detoured to the Permanent Executive Committee for further study. They are:

1. Replacement of product-by-product tariff negotiation by a system of programmed tariff reduction;
2. Freezing of present tariff levels;
3. Inclusion in the national lists of all products included in the common list as of 1969;
4. Establishment of an intrazonal margin of preference;
5. Progressive steps towards a common external tariff; and
6. Adoption of other harmonious policies toward third countries and international bodies.

The Asuncion meeting was essentially the first time that the Council of Ministers faced clearly the fact that integration cannot be accomplished without special solutions for the problems of the lesser developed members, and that free play of legitimate national interests is both necessary and wise.

The general consensus of members was definitely favorable to acceptance of automatic tariff reduction and a common external tariff. The fact that so many members appeared willing to move ahead suggests that the unresolved points have good prospects of being settled at the next meeting, likely to take place within a year.

Italian Industrial Zone offers fiscal concessions

Italy's Aussa-Corno Industrial Zone, near the head of the Adriatic, offers industries locating there the advantages of a first-rate transportation network and proximity to markets. In transportation terms, the zone has sea, rail and superhighway connections and in market terms, it is at the gateway to Danubian Europe, according to the U.S. Consul in Trieste.

The Zone is run by a regional-government-controlled consortium which offers fiscal advantages to attract industries, including:

- The exemption from payment of custom duties for building materials, machinery, and related items for the construction and original equipment of the industrial plant;
- A ten-year exemption from payment of the property tax;
- An exemption from registration and mortgage taxes on the original equipping of the plant;
- A regional government contribution on interest for loans during the construction of the plant and the acquisition of equipment so that the annual interest rate paid by the new industry will not exceed 3.5%; and
- The "Finanziaria Regionale," a regional government corporation, which will buy minority stocks in industries coming into the region.

For a detailed report on the zone's history and prospects, **write:** European Division, BIC, Dept. of Commerce, Washington, D.C. 20230.

Congo (Kinshasa) receives $17 million U.S. commodity import loan

AID action to boost sales of U.S. trucks and spare parts, tires and tubes, industrial machinery, chemicals, textiles

U.S. exporters to the Congo (Kinshasa) will benefit from a $17 million Support Assistance Loan recently granted that country by the United States Agency for International Development (AID).

The Congo Government will make these funds available to Congolese importers in coming months for the purchase of U.S. equipment and supplies.

Commodities scheduled for financing under this program include trucks and spare parts, tires and tubes, industrial machinery, industrial chemicals, and textiles (yarns and fibers only).

The Congo Government instituted on June 24 a sweeping monetary reform and economic stabilization program assisted by the International Monetary Fund (IMF) that featured a major devaluation of the Congolese currency and considerable liberalization of the country's system of import controls.

To provide support

The $17 million U.S. commodity import loan plus PL-480 dollar credit sales, together with assistance from other Western donors and a $27 million standby agreement from the IMF, are intended to provide support to these self-help measures of the Congo Government.

Procurement requirements arising from the U.S. loan will be announced to the American business community through AID's *Small Business Circulars*. U.S. firms may have their names placed on the mailing list for these circulars by completing an application form available either from the Exporters Service Branch, Office of Small Business, AID, Washington, D.C. 20523, or from any Department of Commerce Field Office. U.S. firms should indicate those product categories in which they are interested.

The introduction of American products under the U.S. economic assistance program has served to stimulate consumer demand for commercially-financed purchases: almost half the $59.5 million worth of U.S. goods exported to the Congo in 1966 were purchased with the Congo's own foreign exchange.

Commercially-financed exports in particular demand include agricultural equipment and supplies such as tractors and pesticides, spare parts for industrial machinery, transport equipment, and nonluxury consumer goods such as foodstuffs, ready-made women's and children's apparel, used clothing, and small electrical appliances.

AID's daily *Small Business Circulars* are based on sub-authorizations issued to importers by foreign governments. They contain information on specific product requirements for which interested U.S. firms may submit offers directly to overseas buyers.

Once on the mailing list, a U.S. firm will also receive Office of Small Business Memoranda covering AID procurement regulations and policy changes and Procurement Information Bulletins containing information of a general nature on AID-financed trade opportunities.

Further data on procurement requirements are published in the *Commerce Business Daily*. This daily Department of Commerce publication lists U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property and foreign business opportunities.

Where direct supplier-distributor relationships exist, the Small Business notification is not always required. U.S. firms can apply on behalf of the importer-distributor for a special waiver of AID notification requirements by writing to AID's Office of Small Business. The waiver applies only on sales to the distributor, however, and not to sales to end-users by the U.S. firm, even if the latter sales have been negotiated by the distributor.

Tie in Thailand

Royal Crown Cola Company of Columbus, Ga., has granted a license to Seven-Up Bottling Co., Ltd., of Bangkok, to produce and sell Royal Crown Cola in Southeast Asia.

India to buy wheat, other commodities under P.L. 480

Agreement signed with U.S. is for total of $86.5 million

The United States and India on Sept. 12 concluded an agreement for supply of a million tons of American wheat and milo, 70,000 tons of vegetable oil, and 30,000 bales of extra long staple cotton under the U.S. Food for Peace (P.L. 480) program.

The agreement implements the authorization of additional food for India announced by President Johnson Sept. 1, and will assure unbroken flow of foodgrains to meet the shortage caused by the drought. It brings the amount of U.S. foodgrains supplied to India in 1967 to 6.1 million tons and the total since 1951 to more than 52 million tons.

The agreement, which is a supplement to the basic agreement of Feb. 20, 1967, is for a total value of $86.5 million.

Purchase of 600,000 tons of wheat already has been authorized, and the India Supply Mission in Washington has made a number of purchases. Some grain should be on the high seas late this month and can be expected in India in November.

India will pay four-fifths of the value of the commodities in rupees; 87% of these rupees will be loaned by the U.S. to India to finance development projects. An additional 5% will be reserved for loans to U.S. firms operating in India or for Indian firms with American collaboration.

The agreement will help maintain at a greatly increased rate the supply of food from the United States—which has been consistent since failure of the monsoon in 1965. During the 30 months ending in December 1967 the United States will have supplied a total of 17.5 million tons of food grains to India.

The new agreement brings to a total $4,006 million the value of P.L. 480 commodities supplied to India. Such commodities include 43 million tons of wheat, 4.7 million tons of maize and milo, 1.75 million tons of rice, 3.25 million bales of cotton, 297,000 tons of vegetable oils, and substantial quantities of tallow, tobacco, canned fruit and dairy products.

Spain offers firms fiscal benefits to streamline shipbuilding industry

Government will remit 95 percent of customs tariffs and taxes to firms importing necessary equipment

In order to further the consolidation of Spain's shipbuilding industry, a series of fiscal and financial benefits have been offered to firms which voluntarily join the Government in a "Concerted Action Program," the first thus far announced for the Second Economic Development Plan, 1968-71.

The general objectives of the Program are to increase sectoral productivity by 50% (compared to 1966 levels) by the end of 1971; to maintain present employment levels in the sector; and to raise production to a minimum annual level of 600,000 gross registered tons (GRT), with a 20% exports share.

Under the Program, the Government will:

- Grant credits up to 70% of the cost of improved modernization schemes.
- Allow firms a 5-year accelerated depreciation program on new investments.
- Exempt participating firms from 95% of documentary, provincial, and miscellaneous taxes and fees.
- Remit 95% of customs tariffs and taxes on imported equipment not available domestically.

Must qualify

To qualify for the benefits, shipyards must have an average annual production of over $5 million, and auxiliary industry firms must supply over $500,000 worth of materials to the national shipbuilding industry. Firms not meeting these requirements are encouraged to merge or associate in order to become eligible.

As additional requirements, shipyards must export 15% of their total GRT production, and auxiliary industries must sell at least 60% of their total output to the shipbuilding industry. Both must contribute 0.25% of the value of their gross to support a national Research Association for Naval Engineering.

The Concerted Action Program offers an attractive possibility for sales of U.S. equipment to Spain, as most Spanish firms will be almost fully exempted from customs payments on necessary imports of equipment. Moreover, steam turbines and replacement parts are among the items which will benefit from tariff reductions made by Spain in the Kennedy Round.

Import license fees increased by Ceylon

The Government of Ceylon recently announced substantial increases in the license fees payable for imports of goods.

For licenses to import milk and cream foods for infants and invalids, cotton yarn, drugs and pharmaceuticals, fertilizers, kerosene, newsprint, mammoties (hoes), and other implements for agricultural use, the fees are: Rs. 5 (1 Rupee equals U.S.$0.21) where the license value does not exceed Rs. 500; Rs. 10 for licenses valued from Rs. 501-1000; and Rs. 10 for each additional Rs. 1000 (or part thereof) in value.

For all other goods, the fee is Rs. 10 for licenses valued up to Rs. 100 and 10% of the license value where it exceeds that amount.

India Radio to have ads

The state-owned All India Radio (AIR) on Nov. 1 will introduce commercial advertising with a "regional pilot project" in the Bombay-Poona area.

The project will be tried for 3 months before the system is expanded to cover other radio stations. The only commercial radio advertisements now heard in India come from stations in Ceylon, Burma, Pakistan, Thailand, Malaysia, and Indonesia.

After the service is extended to all areas in India, annual revenue is expected to be between $2.7 million and $6.7 million. AIR earnings will be restricted, to ensure that the advertising revenue of newspapers is not adversely affected. Advertising rates have been announced and advertising agencies will receive a 15% commission.

Greeks are inviting U.S. branch offices departing Mideast

Firms and personnel will receive tax, other special incentives

The Greek Government has enacted a law designed to make Greece a more attractive site for firms wishing to relocate overseas branch offices formerly located in the Middle East. Emergency Law No. 89/1967, effective August 1, provides special incentives to foreign enterprises that do not engage in trade or business within Greece, but wish to establish offices there.

These incentives are:

Company employees may apply for and obtain Greek residence and work permits entitling them to multiple entries into and from the country for a period of two years, extendable for another two years. This is a departure from standing regulations which require aliens registered in Greece to surrender their residence permit each time they leave the country;

Equipment considered necessary for company office operations may be imported free of import duties, stamp revenue taxes, turnover tax, and luxury tax;

Income earned by enterprises, and compensation for services performed by the company's foreign employees having their permanent residence abroad, will be exempt from income taxes and charges in general;

Automobiles owned by employees, as well as their household effects, may be imported duty and tax-free for the duration of their duty assignment in Greece;

Samples and advertising material having no commercial value may be imported freely without any formalities;

Under certain conditions outgoing registered mail will not be subjected to Post Office inspection as provided by currency control regulations currently in effect;

Tax clearance certificates will be valid for twelve months. Heretofore, this certificate had to be obtained each time a foreign national left Greece.

Complete details on operating a firm in Greece are contained in *OBR* 67-16 "Establishing a Business in Greece," which should be amended to reflect these changes.

Investment Opportunities

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Six British manufacturers look for U.S. licensing agreements

Propose to make equipment associated with the oil, chemical and petrochemical industries, pumps, central heating equipment

Six British manufacturers are seeking licensing agreements with U.S. firms for the production of various construction equipment associated with the oil, chemical and petrochemical industries, industrial pumps, and domestic central heating equipment.

• A designer, manufacturer, and distributor of mining equipment, remote control thin seam coal cutting machines, materials handling equipment, fabricated structures, and mechanical equipment for low cost automation on small component mass production wants a U.S. license to make construction equipment.

The British company seeks to make: **earthmoving and trenching machines, large capacity tower cranes, full flow valves, mechanical handling equipment, and equipment associated with quarrying, sand and gravel, ready-mixed concrete, oil, petrochemical and chemical industries.**

Established in 1939, the company operates a machine shop, fabrication shop and heat treatment facility and employs about 320. Project 7919. WTD.

• A license to make **earthmoving equipment** complementary to its own line is sought by a manufacturer and distributor of wheeled loading shovels, hydraulic shovel attachments and crawler mounted loading shovels.

Employing about 550 plus 20 salesmen, the British company, established in 1937, reports annual sales volume to be about $8 million. Distribution of the company's products is to Europe, South America and the Near East. Project 7917. WTD.

• A manufacturer of pumps, steam cleaners and pressure washers is interested in a licensing and/or representation arrangement with a U.S. firm. The British company wants to make **multi-stage pumps, submersible pumps, and garage and industrial maintenance and cleaning equipment.**

U.S. visit planned

A director of the British firm plans to visit the United States in early November for approximately six weeks to discuss licensing arrangements with U.S. firms responding to this announcement. Project 7918. WTD.

• A license to produce **equipment for controlling fluid flow granular materials, including analyzers, for the oil and chemical industries** is sought by a London manufacturer and exporter. The company currently makes digital instruments, electric and pneumatic meter pulse generators, metering pumps and provers.

Established in 1961, the British concern employs about 35 and reports annual sales of approximately $1 million. Project 7913. WTD.

• A manufacturer of oil-fired domestic boilers and heating products is interested in obtaining a U.S. license to produce **domestic central heating equipment.** The British firm wants especially to make an oil or gas-fired boiler or warm air furnace covering the range of 30,000 to 150,000 BTU's per hour.

Established in 1962, the company employs about 25 and distributes its products to heating engineers through four full time traveling representatives. Project 7911. WTD.

• A manufacturer of quarry equipment is interested in a U.S. license to produce **refuse and waste crushing shredding and pulverizing equipment.**

Established in 1871, the British firm employs about 400 and distributes its products in the U.K. through a field sales force and overseas through a worldwide distributorship network. Project 7909. WTD.

Japanese firm seeks knowhow exchange

Collaborative computer software marketing arrangement sought

A Tokyo systems engineering and computer installation consultant firm is interested in a collaborative computer software marketing arrangement with an experienced U.S. company in the same field.

The Japanese firm wants the U.S. firm to participate in an exchange of technical information on data programming, preparation and development of software sales proposals, and a mutual exchange of experts.

Reported to be the first independent computer consulting firm in Japan, the company's activities include both commercial and scientific data processing and computing services, hardware systems analysis, maintenance and inspection, marketing of computers and related equipment, and the training of systems engineers and programmers.

Established in 1965 and employing about 190, the company claims computer experience in the areas of government, research, education, publishers, institutions, and industry. It reportedly uses a total of 15 different models of four computers: NEAC, Honeywell, IBM and Univac.

The Japanese company has a branch in Kyoto and a subsidiary in Sapporo, Hokkaido. Annual volume of business is reported to be approximately $570,000. Project 7914. WTD.

Swiss, German, Austrian firms offer licensing rights to U.S. companies

Agreements wanted to produce and market newspaper vending machines, high pressure pumps, rotary pumps, conveyor belt hooks

Manufacturers in Switzerland, Germany and Austria are seeking U.S. licensees to produce and distribute their products in the United States.

The products include newspaper vending machines, high pressure pumps, rotary pumps, and conveyor belt hooks.

For additional information concerning these products and the names and addresses of the manufacturers **write:** Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. Reference should be made to the appropriate File number assigned each opportunity listed below.

• A Swiss manufacturing company wishes to arrange a licensee agreement with a U.S. firm to produce and distribute newspaper vending machines.

The machines come in three models. The first dispenses one newspaper, ordinary or tabloid size; the second dispenses two newspapers of different bulk, ordinary and tabloid size; and the third model dispenses ten newspapers of different sizes and bulk.

All three models have automatic money changing mechanisms. The smallest model is semi-automatic in that a handle is used to dispense the paper; the other two models are electrically controlled and automatic.

The machines have been in use in Switzerland since early this year, and reportedly have been well received. **File 1536.**

• A German manufacturer of hydraulic power units is interested in arranging a licensee agreement with a U.S. firm to produce and market high pressure pumps, control elements, and drives.

The high pressure pumps are designed and built for continuous working pressures of 3000, 4500, 5000 p.s.i., and above, independent of delivery which may be constant or variable, reversible or non-reversible.

The control elements consist of control valves with nominal diameters of up to four inches, and control systems for complete oil-hydraulic drives.

The manufacturer would consider a cross-licensing agreement. **File 1537.**

• An Austrian farm equipment manufacturer has indicated an interest in arranging a licensee agreement with a U.S. company for the manufacture of a small, self-priming vane-type rotary pump.

The pump, which can be driven by an engine or by the power take-off of a tractor, is used for irrigation, fire fighting, washing of equipment, and for the spraying of plant protection agents. The company says the rugged design of the pump also permits pumping of liquids with suspended solid particles.

The suction height of the pump, which incidentally is equipped with standard U.S. fittings, varies from 18.4 to 19.2 feet without priming, at all pressures. The dispersion force of the pump at low pressure is 19.2 gallons per minute, which is more than sufficient for any farm use. At high pressure the pump emits 2.2 gallons per minute for a distance of 42 feet vertically and 65 feet horizontally, which is suitable for tree spraying.

The pump is covered by a U.S. patent issued in 1965, and its trademark is internationally registered in Geneva, Switzerland. **File 1538.**

• A German manufacturer of conveyors and related equipment is interested in entering into a licensee agreement with a U.S. firm for the manufacture of two or four prong conveyer belt hooks.

These galvanized or stainless steel hooks have a wire diameter of from 5/64 to 3/32 of an inch. They are designed for lacing heavy duty belts with thickness of from 1/4 to 9/16 of an inch.

U.S. patent rights have been secured by the firm. **File 1492-R.**

Ugandan firm wants license for cosmetics, preparations

A Kampala firm engaged in packaging and manufacturing such products as liniments, insecticides, disinfectants, waxes, polishes and toilet preparations is interested in obtaining a U.S. license to make cosmetics, hair preparations and patent medicines.

The Uganda firm reports a current monthly output of about $11,000, 40% of which is exported to neighboring East African countries. The concern claims to be the only manufacturer in its field in Uganda. Distribution of the company's products is made through its parent organization, reported to be a well established import, wholesale and retail company. Project 7910. WTD.

Ecuadorian makes joint venture offer

Seeks U.S. investment capital for proposed shrimp operation

Technical and financial participation is sought from a U.S. investor for a proposed shrimp fishing, freezing, and packaging operation in Ecuador.

An Ecuadorian businessman experienced in the shrimp business, who will provide managerial expertise and some capital, estimates the project will cost about $1 million. A U.S. firm is asked to provide 90% of the required capital in return for a proportionate interest in the project.

The proposed organization would include several fishing boats, a factory ship with refrigeration equipment, and land-based facilities for storing, processing, and packaging frozen shrimp. Equipment and assistance in its installation are requested of a U.S. investor. The fishing vessels would be built in Ecuador.

The Ecuadorian entrepreneur proposes establishing two companies. One would deal strictly with the fishing fleet and incorporate a profit sharing plan for the crews. The ships' captains would have the option to purchase up to a 50% share in their boats. The second company would be concerned only with the land-based facilities.

The world market for shrimp is said to be well established and all the shrimp from the proposed facility would be for export.

Labor and raw materials for the project are reported to be available in the vicinity of Guayaquil. Project 7907. WTD.

World Trade Opportunities pages 28-36

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

VENEZUELA—Dried beans, black beans, lentils, dried peas, other legumes. Requests replies in Spanish. Direct purchase and agency. Corporacion de Viveres, S.R.L. (sales agent), Edificio Morgrac, Calle 300, Quinta Crespo, Caracas, or Apartado 8547, Caracas. WTD 2/8/67.

012 Fruits, tree nuts, vegetables

VENEZUELA—Fresh peaches, apples, pears, prunes, plums. Sales agency for Caracas. Requests replies in Spanish. Corporacion de Viveres, S.R.L. (sales agent), Edificio Morgrac, Calle 300, Quinta Crespo, Caracas, or Apartado 8547, Caracas. WTD 2/8/67.

019 Miscellaneous commercial farms

FRANCE—Field and grass seeds. Direct purchase and agency. Dalsace Freres (importer, wholesaler, agent), 38, Rue du Louvre, Paris, 1er. WTD 8/67.

149 Nonmetallic minerals

GERMANY—Rough precious and semi-precious stones. Homberg and Brusius (dealer, importer, exporter, manufacturer), 658 Idar-Oberstein, Postfach 2737. WTD 12/66.

201 Meat products

ENGLAND—Frozen tongues of oxen, calves, lambs, pigs. G & J Nickson & Co. Ltd. (producer), Grist St., Kirkdale, Liverpool 4. WTD 9/11/67.

Burma issues tender for supply of padlocks

The Myanma Export Import Corp. of Rangoon, Burma is inviting bids for the supply of 68,400 dozen padlocks.

Deadline for bids to reach Rangoon is 4 p.m., Oct. 13.

The specifications, terms, and conditions of the tender are available from the Divisional Manager, Import Division, Myanma Export Import Corp., 577 Merchant St., Rangoon, Burma.

One copy of the bid documents is available for review, and one copy is available on a loan basis from the Building Materials and Construction Industries Division, BDSA, U.S. Department of Commerce, Room 4014, Washington, D.C. 20230. Telephone: 202-967-3602.

Greece sets bid deadline for telephone equipment

The Hellenic Telecommunications Organization has set Oct. 16 as the bid deadline for Tender No. 6523 which calls for the supply of tax indicators, frequency generators and relay sets for use in telephone system. (International Commerce, Aug. 7, p. 45, SIC No. 360.)

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

TRINIDAD, W.I.—Frozen meats. Direct purchase and agency. David L. Lee Ltd. (importer, commission merchant, sales agent), 16 Frederick St., Port of Spain. WTD 8/28/67.

Frozen ducks, turkeys. David L. Lee Ltd. (importer, commission merchant, sales agent), 16 Frederick St., Port of Spain. WTD 8/28/67.

203 Canning, preserving foods

FRANCE—Dried lentils, beans. Direct purchase and agency. Henry Gugenheim-Georges Serfaty (importer, wholesaler, commission merchant), 62, Rue Tiquetonne, Paris, 2e. WTD 6/20/66.

Beans, peas, lentils. Direct purchase and agency. Dalsace Freres S.A. (importer, wholesaler, agent), 38, Rue du Louvre, Paris, 1er. WTD 8/67.

204 Grain mill products

ENGLAND—Milk powder, yeast, soymeal, bonemeal, bloodmeal, groundnut meal for animal feeds. Michael Jakober (Feeding Stuff) Ltd. (exporter, importer, wholesaler), 45 Avenue Road, London, N.W.8. WTD 9/11/67.

MALAYSIA—Poultry feed concentrates. Direct purchase and agency. Chop Sum Lee (importer, wholesaler, retailer, indent agent), 5 Claimant Place, Penang. WTD 9/67.

205 Bakery products

GERMANY—Cookies, all sorts, packaged.

Direct purchase and agency. Requests replies in German. Paul Fels (wholesaler), 65 Mainz Nackstr. 10. WTD 1/67.

207 Confectionery

GERMANY—Confectionery goods, all sorts. Direct purchase and agency. Requests replies in German. Paul Fels (wholesaler), 65 Mainz, Nackstr. 10. WTD 1/67.

209 Food preparations

AUSTRALIA—Soybean meal. Prefers to import from northeastern states. Crago Stockfeeds Pty Ltd. (wholesaler, manufacturer), 1-3 Gladstone St., Newtown, N.S.W. WTD 8/5/66.

FRANCE—Shortenings, compound and vegetable; food colorings and flavoring concentrates; coffee extracts; kindred basic products for use by food, confectionery, pharmaceutical industries. Agency and potential direct importer. Requests replies in French. Laboratoires Thiber (Societe des) (dealer, sales agent), 47 Colayrac-Saint-Cirq, Lot-et-Garonne. WTD 9/67.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Synthetic fabrics for manufacture of ready-to-wear men's clothing. Requests replies in French. Etablissements Ferdinand Bonnel (importer, wholesaler), 13, Rue des Lignes, 59 Roubaix. WTD 3/67.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics for manufacture of ready-to-wear men's clothing. Requests replies in French. Etablissements Ferdinand Bonnel (importer, wholesaler), 13, Rue des Lignes, 59 Roubaix. WTD 3/67.

228 Yarn, thread mills, products

GERMANY—Finished yarns for industrial use, manmade fibers of polyester, polyamide, triacetate. Seidenweberei Reutlingen Gerstenberg & Tritschler (manufacturer, exporter), 741 Reutlingen, Kaiserstrasse 92. WTD 9/67.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's suits, overcoats. Requests replies in French. Direct purchase and agency. Leon Marmur (manufacturer, wholesaler), 16, Rue Montgolfier, Paris, 3e. WTD 3/67.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Men's separate trousers, men's sport trousers, men's shirts. Requests replies in French. Direct purchase and agency. Leon Marmur (manufacturer, wholesaler), 16, Rue Montgolfier, Paris, 3e. WTD 3/67.

236 Girls', children's, infants' outerwear

MALAYSIA—Dresses, blouses, coats, suits for girls, children, infants. Direct purchase and agency. Golden City Co. (importer, wholesaler, retailer), O.C.B.C. Bldg. (ground floor), Jalan Tan Hiok Nee, Johore Bahru, Johore. WTD 9/67.

237 Fur goods

FRANCE—Imitation fur coats. Requests replies in French. Direct purchase and agency. Etablissements Vepel (importer, manufacturer, wholesaler), 26, Rue Bergere, Paris, 9e. WTD 3/67.

252 Office furniture

FRANCE—Glass cabinets with metal framing for doctor's consulting room. Requests replies in French. Direct purchase and agency. H.A.G. Universal Industrie (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD in preparation.

259 Furniture, fixtures

SOUTH AFRICA—All types of curtain rods, poles, and fixtures. Altman Brothers (Pty) Ltd. (importing distributor), 2, Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

262 Paper mills, products

• **CEYLON**—1135 tons paper and board comprised of: 80 tons machine finished tissue in six different colors; size 20″x30″, 7¼ lb., 18 gsm, 500 sheets; 55 tons oil paper in four different colors; size 20″x30″, 17 lb., 40 gsm, 500 sheets; 50 tons each of 250 gsm and 400 gsm box board 31″x43″; 900 tons strawboard 25½″x30½″ in various basis weights ranging from 455 gsm to 2730 gsm. Bid deadline Oct. 9. The tender announcement with specifications and conditions are available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

MALAYSIA—Carbonless paper. Desires descriptive literature, price list, quotation c. & f. Port Swettenham, West Malaysia. Direct purchase and agency. Paco Sdn. Berhad (commission merchant, sales agent), 6 Jalan Paoh, Off Loke Yew Road, Kuala Lumpur. WTD 9/67.

264 Converted paper, paperboard products

SOUTH AFRICA—All types of wallpaper, wallcoverings. Altman Brothers (Pty) Ltd., (importing distributor), 2, Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

272 Periodicals: publishing, printing

SPAIN—Technical, scientific and professional magazines in English and/or Spanish. Interested in being appointed exclusive distributor. Requests replies in Spanish. Libreria J. Diaz de Santos (importer, distributor, retailer), Lagasca 38, Madrid (1). WTD 8/67.

273 Books

NETHERLANDS—Popular scientific and technical books, popular art, pocket, other books. Remainders from publishers only. Boekhandel J. de Slegte (importer, retailer), 11-13 Kalverstraat, Amsterdam. WTD 9/7/67.

SPAIN—Technical, scientific and professional books, in English and/or Spanish. Interested in being appointed exclusive distributor. Requests replies in Spanish. Libreria J. Diaz de Santos (importer, distributor, retailer), Lagasca 38, Madrid (1). WTD 8/67.

SWEDEN—Books, all kinds. Eckersteins Universitetsbokhandel AB (retailer, importer), Vasagatan 26, Fack 3079, Goteborg 3. WTD 9/7/67.

274 Publishing

MALAYSIA—Educational charts for elementary, high schools. Direct purchase and agency. Liang Trading Co. (importer, wholesaler, retailer, indent agent), 352 Chulia St., Penang. WTD 9/67.

275 Commercial printing

HONG KONG—Painting reproductions and scenes suitable for framing. Man Tak Co. (importer, wholesaler, retailer, exporter), 1002 Tin Fook Hong Bldg., 77 Jervois St. WTD in preparation.

281 Industrial chemicals

• **GREECE**—Supply of 4,000 metric tons of crystalline copper sulphate ($CuSO_4 \cdot 5H_2O$), 98-100% purity, electrolytically defined (corresponding content in Cu: 24.94%). The material will be either fine or coarse, perfectly clear and dry crystals of big, medium or small size. Grindings are excluded, as well as of more than 5% small pieces passing through a mesh of 2 mm. in diameter. Packed in jute bags 100 kgs. gross. Tender No. 2025, bid deadline available from Agricultural Bank of Greece, Supplies Service, Supplies Section, 1214 Karageorgi Servias St., Athens 125.★ (Telephone: 202-967-3910).

THAILAND—Borax granular technical purity 99.5%–100%, for glass industry. Requests c.i.f. prices. The S. Lerson Co. Ltd. (importer), 2058/3 Soi Payakkhaphorn, Trok Chan Sapan 4, Bangkok. WTD 2/67.

282 Synthetic materials

COLOMBIA—Plastic materials, polyethylene, raw and specialty materials, resins by and for plastic industry. Request price quotations c.i.f. Barranquilla. Empresa de Empaques Transparentes (importer, manufacturer, wholesaler), Apartado Aereo (Air Mail P.O. Box) 478, Barranquilla. WTD 8/67.

283 Drugs

VENEZUELA—Pharmaceutical products, patent medicines, drugs. Distribution for entire country. C.A. Laboratorio Farmacologico Venezolano "Lafar" (manufacturer, distributor), Edificio Lafar, Avenida Principal La Castellana, Caracas, or Apartado 406, Caracas. WTD 9/67.

Pharmaceutical products. Exclusive distribution for Venezuela. G. & C. Muskus (sales agent, importer, distributor), Edificio Klaribel II, Local A-1, Avenida Nueva Granada, Caracas, or Apartado 993, Caracas. WTD 9/67.

SOUTH AFRICA—All types of plastic wall, floor tiles. Altman Brothers (Pty) Ltd. (importing distributor), 2 Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

284 Soap, detergents, cleaning preparations

DENMARK—Detergents and cleaning compounds for use in high pressure cleaning machinery for automobiles, engines and engine parts. Direct purchase and agency. Preben Esmann Jensen, Managing Director, Clencox A/S (importer, agent), 160 Vangedevej, Copenhagen-Soeborg. Cable: CLENCOAS. WTD 9/67.

287 Agricultural chemicals

MALAYSIA—Insecticidal, pesticidal and fungicidal preparations for use in vegetable farms, tea plantations. Direct purchase and agency. Malaysia Engineering & General Trading Co. Ltd. (sales agent, distributor, exporter, importer), 1 Brewster Road, Ipoh, Perak. WTD 7/67.

289 Chemical products

THAILAND—Gelatin powder for manufacture of shuttlecocks. Requests c.i.f. prices, sample. The Eagle Sports Co., Ltd. (importer, exporter, wholesaler), 270-272 Suapa Road, Bangkok. WTD 7/13/66.

Wide range of chemical products such as sodium benzoate, citric acid granular, vanillin, amyl acetate, carboxy methylcellulose, bubble gum base. Direct purchase from manufacturers on indent or exclusive agency basis. Requests c.i.f. Bangkok prices, samples. J. Sahakitkarn Ltd., Part. (importer), 8 Trok Katha, Mittaphan Road, Bangkok 1. WTD 9/67.

306 Fabricated rubber products

FRANCE—Surgeon disposable finger cots. Requests replies in French. H.A.G. Universal Industrie (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD in preparation.

GERMANY—Plastic and rubber sheets, suitable for stamping and punching in shoe leather goods, paper and clothing industries, in following sizes: 90 cm x 45 cm (20-50 mm thick); 200 cm x 100 cm (20-50 mm thick). Seeks approximately 20 tons per year. Requests prices c.i.f. Hamburg. Bernhard J. Frischen (wholesaler), 678 Pirmasens, Wiesenstrasse 5, Postfach 71. WTD 8/22/66.

TRINIDAD, W.I.—Shoulder length disposable plastic gloves for artificial insemination of cows. L. C. Villafana & Co. (importer, wholesaler, retailer, commission merchant), 4A Bombay St., St. James. WTD 8/28/67.

307 Plastics products

CYPRUS—Polypropylene bags suitable for packing potatoes, onions, other agricultural produce to replace jute, hessian bags. Direct purchase and agency. N. K. Shacolas (Merchants) Ltd. (exporters, importers, manufacturers' agent, distributor), P.O.B. 1744, Nicosia. WTD 9/67.

FRANCE—Surgeon disposable finger cots. Requests replies in French. H.A.G. Universal Industrie (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD in preparation.

311 Leather tanning, finishing

GERMANY—Sheepskin and suede leather for garments. Requests price quotations c.i.f. German, Dutch ports. Requests replies in German. "RENNA" Ledergesellschaft m.b.H. (manufacturer, distributor, importer), 32 Lindenstrasse, 5 Koeln. WTD 8/11/67.

322 Glass, glassware

FRANCE—Glass and glass ceramic tableware, deluxe articles; illuminating glass; light shades, lantern globes. Requests replies in French. Etablissements Chaumette (importer, wholesaler, retailer), 8, Rue de Paradis, Paris, 10eme. WTD 1/67.

SWITZERLAND—Mechanical glassware, shaped, for hotels, restaurants. Agency and direct purchase. H. Beard Sa. (manufacturer), P.O. Box 245, 1820 Montreux. Attn: Mr. Jean-Noel Beard. WTD in preparation.

323 Glass products

FRANCE—Art glass, artificial flowers, foliage, fruits; Christmas tree ornaments; decorated glassware; etched and ornamented glass; table tops. Requests replies in French. Etablissements Chaumette (importer, wholesaler, retailer), 8, Rue de Paradis, Paris, 10eme. WTD 1/67.

325 Structural clay products

SOUTH AFRICA—All types of ceramic, wall, floor tiles. Altman Brothers (Pty) Ltd. (importing distributor), 2, Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

326 Pottery, related products

FRANCE—Art, garden and decorative pottery; pottery figures, china, earthenware; pottery vases; fine earthenware; semivitreous tableware, china tableware. Requests replies in French. Etablissements Chaumette (importer, wholesaler, retailer), 8, Rue de Paradis, Paris, 10eme. WTD 1/67.

● **THAILAND**—Supply of 20,000 sets of suspension ball and socket type insulators complete with nonferrous cotter pin. Insulators shall have a diameter of 10" and section length of 5¾". Tender No. MEA-PSD-095, bid deadline Oct. 20. Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone: 202-967-4241).

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Abrasives; corundum, steel and iron shot, carborundum. Direct purchase and agency. Requests replies in French. Etablissements Semanaz & Cie (manufacturer, dealer), Rue des Marais, Carrefour Pompadour, 94 Creteil. WTD in preparation.

SOUTH AFRICA—All types of vinyl asbestos, wall, floor tiles. Altman Brothers (Pty) Ltd. (importing distributor), 2, Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

SWITZERLAND—Buffing and polishing wheels and laps, diamond wheels and other bonded abrasives, hones, diamond paste, buffing and polishing compounds. Direct purchase and agency. Fr. Farner & Co. (importer, distributor), Lagernstrasse 11, 8304 Wallisellen. WTD 9/7/67.

331 Steel mill products

● **INDIA**—Rounds, 9" dia. to 18" dia., SAE-4340 steel in random lengths 5-7 meters: 145 meters required. Import to be financed through IBRD credits. Tender No. 1067/BPO/PR/11920/W-1199, bid deadline Nov. 9. The Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab.★ (Telephone: 202-967-2363).

● **KENYA**—Rails, flat bottom, BS 60R 40 ft. long, medium manganese to specifications; 2800 pcs. required. Tenders are invited from actual manufacturers. Applications for tender documents, referring to Circular 92 dated Sept. 11, must be received in the Office of The Overseas Purchasing Division, East African Railways and Harbours, 4, Millbank, London, S.W.1, on or before Oct. 20.

THAILAND—Heavy-duty extension traverse rods, wire, steel, for draperies and curtains, for all types of window. Direct purchase and agency. Requests c.i.f. prices, catalogs. Thai Sri Charoon Ltd. Part. (importer, wholesaler), 566/20 Rama 4 Road, Soi Kitpanich, Bangkok. WTD 9/13/66.

342 Cutlery, hand tools, general hardware

FRANCE—Tools, hardware for glass. Direct purchase and agency. Societe d'Exploitation des Ets. Adler Freres (importer, wholesaler), 102, Faubourg St.-Denis, Paris, Xeme. WTD 9/23/66.

SOUTH AFRICA—All types of decorative cabinet and door hardware; porcelain, crystal, brass, metal. Altman Brothers (Pty) Ltd. (importing distributor), 2, Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

SWITZERLAND—Institutional, hotel hardware and cutlery. Agency and direct purchase.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4361.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-1375.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building, Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 273-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8500.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 3413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

H. Beard Sa (manufacturer, distributor), P.O. Box 245, 1820 Montreux. Attn: Mr. Jean-Noel Beard. WTD in preparation.

General metalworking precision hand tools, watchmaker's tools. Direct purchase and agency. Fr. Farner & Co. (importer, distributor), Lagernstrasse 11, 8304 Wallisellen. WTD 9/7/67.

343 Heating apparatus, plumbing fixtures

SOUTH AFRICA—All types of decorative bathroom fittings such as towel rings, soap dishes, toilet roll holders; enameled iron, porcelain, brass. Altman Brothers (Pty) Ltd. (importing distributor), 2, Sir Lowry Road, Cape Town, Cape Province. WTD in preparation.

SWITZERLAND—Plumbing fixture fittings, trim. Kugler Fonderie et Robinetterie S.A. (manufacturer, distributor), 19 ave. Jonction, 1200 Geneva. Attn: Mr. Wm. Magnin. WTD in preparation.

344 Fabricated structural metal products

THAILAND—Folding doors and room dividers of accordian partitions, steel and aluminum, for all architectural requirements. Direct purchase and agency. Requests c.i.f. prices, catalogs. Thai Sri Charoon Ltd. Part. (importer, wholesaler), 566/20 Rama 4 Road, Soi Kitpanich, Bangkok. WTD 9/13/66.

346 Metal stampings

SWITZERLAND—Institutional cooking and frying pans, kitchenware for hotels, restaurants. Agency and direct purchase. H. Beard Sa (manufacturer, distributor), P.O. Box 245, 1820 Montreux. Attn: Mr. Jean-Noel Beard. WTD in preparation.

349 Fabricated metal products

BRAZIL—Security valves of 2" for use in high pressure (70 lb.) hexane piping systems. Consiglio S.A. Industria e Comercio de Oleos Vegetais (manufacturer), Caixa Postal 15, Rudge Ramos, S.P. WTD 7/67.

SWITZERLAND—Hotel service equipment such as trolleys. Agency and direct purchase. H. Beard Sa (manufacturer, distributor), P.O. Box 245, 1820 Montreux. Attn: Mr. Jean-Noel Beard. WTD in preparation.

352 Farm machinery

AUSTRIA—Silage unloaders operating from top of concrete silos. Ferdinand Berger OHG (manufacturers' agent, importer, wholesaler), Stadtplatz 50, P.O. Box 6, A-4690 Schwanenstadt. WTD 12/66.

353 Construction, mining, materials handling machinery

● **SUDAN**—Two mobile mounted cranes, diesel-electric power, three ton capacity at 4' 6" radius. Tender no. 3774, bid deadline Oct. 19. Sudan Railways, Controller of Stores, Atbara.★ (Telephone: 202-967-5566).

SWEDEN—Hydraulic cranes mounted on trucks for loading, unloading of goods. Direct purchase and agency. Wuco Kommanditbolaget (agent), Box 113, Vanersborg 1. WTD 9/11/67.

354 Metalworking machinery

GERMANY—Hand and power-actuated tools, all kinds. Requests price quotations c.i.f. European ports. Direct purchase and agency. Emil Lux (importer, exporter, wholesaler, sales agent), 10 Industriestrasse, 5678 Wermelskirchen. WTD 9/8/67.

● **INDIA**—Hydraulically operated connecting rod straightening and aligning machine with accessories. Tender No. M/34(B)/HB/3836 (I.S.M. Ref. No. D/ENQ/2422), bid deadline Oct. 13. Global procurement. Executive Engineer, Workshop & Machinery Division, N.S. Right Canals, Macherla, Guntur District, Andhra Pradesh. Copies of tender documents may be obtained from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, for 75 cents per copy.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **PHILIPPINES**—Supply and installation of machinery and equipment for minting plant and die shop including: coining presses with accessories, overlooking machines, counters, balances, screw press, lathe, hydraulic press for broaching, hardness tester, hand tools, and electric hardening, tempering, and annealing furnaces with instrumentation. Bid deadline Oct. 18. Office of the Deputy Governor, Central Bank of the Philippines, Main Building, Manila.★ (Telephone: 202-WO 7-2723).

SWITZERLAND—Small cutting tools for machine tools and metalworking machinery, threading dies, rolling thread cutters, reamers, hobs, slitting saws, screw slotting cutters, special dies and tools, die sets, jigs and fixtures, pneumatic grinders, polishers and sanders. Direct purchase and agency. Fr. Farner & Co. (importer, distributor), Lagernstrasse 11, 8304 Wallisellen. WTD 9/7/67.

YUGOSLAVIA—Machinery and equipment for production of steel balls for crushing copper ore; should couple with existing electric-arc steel furnaces and include machinery for production of steel bars which will serve as semifinished goods for production of steel balls. Carbonated or alloy steel will be used in manufacturing process. Envisioned capacity of ø 15 mm—ø 70 mm steel balls is 12,500 tons per year. Engineer B. Veljkovic, Institut za bakar, Rudarsko-topionicarski bazen Bor, Bor, ul. 29. novembra br. 12. WTD 3/66.

355 Special industry machinery

DOMINICAN REPUBLIC—Shoe making and repairing machinery, parts. Vulcanizados Dominicanos, C. por A. (distributor, importer, manufacturer), Calle 30 de Marzo No. 95, P.O. Box 1655, Santo Domingo. WTD 9/66.

GERMANY—Cloth cutting machinery and textile welding machinery. Requests price quotations c.i.f. German or Dutch ports. Direct purchase and agency. W. Schlemming & Co. (distributor, importer, manufacturer), 22 Brunnenstrasse, Postfach 7304, 48 Bielefeld. WTD 8/4/67.

UGANDA—Machines for blending powder detergents, capacity between 500 and 1,000 lb. Uganda Distributing Co. (manufacturer), P.O. Box 3045, Kampala. WTD 2/67.

356 General industrial machinery

GERMANY—Gears and gear sets, slip-on gears, related machine parts. Direct purchase and agency. Wernecke (manufacturer, exporter), 75 Karlsruhe-Hagsfeld, An der Tagweide 12. WTD 9/67.

SWITZERLAND—Fire fighting apparatus, automatic sprinkler systems. Direct purchase and agency. Balduin Weisser AG (importer, manufacturers' agent), Clarastrasse 48, 4000 Basel 21. WTD 2/67.

358 Service industry machines

DENMARK—High pressure steam cleaning machinery for automobiles, engines and engine parts, other commercial/industrial cleaning equipment. Direct purchase and agency. P. Esmann Jensen, Managing Director, Clencox A/S (importer, agent), 160 Vangedevej, Copenhagen-Soeborg. Cable: CLENCOAS. WTD 9/67.

ENGLAND—Abrasive machinery and accessories; floor surfacing machinery and coatings. Agency and direct purchase. Flexible Abrasives, Ltd. (manufacturers), Rodney Road, Portsmouth, Hampshire. WTD 9/11/67.

SWITZERLAND—Institutional food and cooking equipment, ice cube making machinery. Agency and direct purchase. H. Beard Sa. (manufacturer, distributor), P.O. Box 245, 1820 Montreux. Attn: Mr. Jean-Noel Beard. WTD in preparation.

361 Electric transmission, distribution equipment

● **CYPRUS**—Supply of 30,720 electricity meters ranging in various quantities from 5 amperes single phase to 100 amperes three phase. Tender No. 74/1967, bid deadline Oct. 30. Requested by The General Manager and Chief Engineer, Electricity Authority of Cyprus, P.O.B. 1466, Nicosia, Cyprus. Ref. E. 3/787/8773/67. Tender documents available from buyer at above address on payment of £20 (U.S. $56) for a set of four documents. Loan copy of announcement and brief description of contract may be obtained from the Scientific, Photographic and Business Equipment Division, BDSA-666, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-2939).

SWEDEN—Electrical material included in high and low tension switch board controls; electric automatic control equipment; electric switching equipment. Direct purchase and agency. Elutrusting AB (manufacturer, agent), Box 10014, Halsingborg 10. WTD 7/67.

● **THAILAND**—Supply of 60 units of 167 KVA, single-phase, 50 cycle, 12000-240/480 volts distribution transformers. Transformers must have four secondary bushings. Tender No. MEA-PSD-094, bid deadline Oct. 17. Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone: 202-967-4241).

362 Electrical industrial apparatus

FRANCE—Small electric motors, motor products of standard international types, including rotary machines, miniature A.C. and D.C. motors for marine, aviation, industrial, other uses. Direct purchase and agency. L. M. B. (Societe Anonyme de Construction Electro-Mecanique) (manufacturer), Usine de Malemort (B.P. No. 4); 19- Correze. WTD 1/67.

NETHERLANDS—Light to medium metalworking tools and equipment, especially welding equipment of the more sophisticated types, arc-spot welding; also welding accessories such as special electrodes or compounds and related products for welding, soldering and bonding metal sector, protective accessories for welding.

Interlas N.V. (sales agent), 15 Amersfoortschestraat, Soesterberg. WTD 8/67.

365 Radio, television receiving sets

NETHERLANDS—Overstocks of classical, popular LP phonograph records. Boekhandel J. de Slegte N.V. (importer, retailer), 11-13 Kalverstraat, Amsterdam. WTD 9/7/67.

366 Communication equipment

GERMANY—Stereo components and equipment, new types; c.i.f. European ports. Direct purchase and agency. Audioson-Per Kirksaeter, Audioson GmbH (manufacturer, importer, exporter), 134 Klosterstr., 4 Duesseldorf. WTD 8/67.

● **GREECE**—Supply of private automatic branch telephone exchanges, switchboards, telephone sets and associated equipment. Tender No. 6536, bid deadline will be announced at a later date. Hellenic Telecommunications Organization, Ltd., 6 Klissovis St., Athens.★ (Telephone: 202-967-4823).

● **IRELAND**—Supply, installation, and testing of terminal transmission equipment at various locations. Tender No. 1.2001, bid deadline Oct. 19. The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkins House, Dublin 2.★ (Telephone: 202-967-4823).

● **TAIWAN**—Supply of telephone exchange and toll switching equipment. Tender No. IB2C-013A, bid deadline Dec. 20. Central Trust of China, Purchasing Dept., 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

FRANCE—Electronic components such as specialty for electronic end products; solid state electronic devices; inductors, electronic transformers and capacitors. Societe Werts-Electronique (importer, manufacturer, wholesaler), 17, Avenue de la Republique. 94 Vincennes. WTD 4/6/66.

369 Electrical machinery, equipment, supplies

● **BURMA**—298,200 dry cell batteries, Tender No. MEIC/14/T-3/67-68. Bid deadline Oct. 16. Government of the Union of Burma, Myanma Export Import Corp. (Import Division) No. 577, Merchants St., Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Portable electrocardiographs. Direct purchase and agency. Requests replies in French. H.A.G. Universal Industries (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD in preparation.

● **GREECE**—Supply of 10 radiographic X-ray units of 500 MA-125KV. Tender No. 29/67, bid deadline not yet determined. Estimated value: $250,000. Institute of Social Insurance (IKA), Supply Dept., 8 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

HONG KONG—X-ray apparatus for baggage inspection. The Mandarin Hotel, Connaught Road, Central. Cable: MANDARIN. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

SWEDEN—Wheel rims for trucks; semi-trailer and trailer couplings; trailer parking legs. Direct purchase and agency. Wuco Kommanditbolaget (agent), Box 113, Vanersborg 1. WTD 9/11/67.

372 Aircraft, parts

GERMANY—Hydraulic aircraft parts. Direct purchase and agency. Wernecke (manufacturer, exporter), 75 Karlsruhe-Hagsfeld, An der Tagweide 12. WTD 9/67.

381 Laboratory, scientific, research instruments

COLOMBIA—Laboratory equipment. Andia Limitada (importers, wholesalers, retailers), Carrera 7 No. 60-56, Bogota. WTD 9/7/67.

382 Instruments for measuring, controlling, indicating physical characteristics

● **KOREA**—Supply of 7 speed meters; 7 radar speed meters; 10 traffic counters; 20 gas detectors. Tender No. KFX-7118-S, bid deadline Oct. 10. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● **PARAGUAY**—Supply of 1,500 water meters, ⅝" x ¾"; meters must meet AWWA C-700-61T specifications; must be in liters/cubic meters; must be disc-type and appropriate for tropical climate. Bid deadline October 13. Estimated value: $30,000. Terms and specifications in Spanish. Correspondence must be in Spanish. Dr. Alberto Ramirez Patino, Director Ejecutivo Corporacion de Obras Sanitarias (CORPOSANA), Avenida Espana 498, Asuncion.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical instruments, dental instruments

COLOMBIA—Surgical instruments, apparatus, Andia Limitada (importers, wholesalers, retailers), Carrera 7 No. 60-56, Bogota. WTD 9/7/67.

FRANCE—Dental laboratory equipment, instruments, tools, and supplies, such as modern apparatus and mechanical devices; burs, cutting dental tools; pliers; orthodontic appliances; dental drills; handpieces, parts; impression materials; amalgams, waxes; related lines. Rabino Etablissements (dealer), 46 Cours d'Albret; 33- Bordeaux, Gironde. WTD 9/67.

Hypodermic syringes; hypodermic needles; diagnostic apparatus such as blood pressure apparatus, stethoscopes, speculums. Requests replies in French. Direct purchase and agency. H.A.G. Universal Industrie (importer, dealer), 3, Rue Brunel, Paris, 17e. WTD in preparation.

TRINIDAD, W.I.—Suture needles and ligature. L. C. Villafana & Co. (importer, wholesaler, retailer, commission merchant), 4A Bombay St., St. James. WTD 8/28/67.

● **VIET-NAM**—Supply of therapy equipment for use in physical therapy and corrective therapy, including motion walker, complete exercise units, chairs, ladders, handgrips, wrist machines, mobile whirlpool gym kits, parallel bars etc.; also equipment for occupational therapy and for nursing care and urological care. Tender No. 2844-09097, bid deadline Oct. 17. Director, Central Purchasing Authority, Saigon.★ (Telephone: 202-967-2939).

391 Jewelry, silverware, plated ware

FRANCE—Silverware, table cutlery, forks and spoons, to be sold as deluxe articles. Requests replies in French. Etablissements Chaumette (importer, wholesaler, retailer), 8, Rue de Paradis, Paris, 10eme. WTD 1/67.

Silver plated ware, such as tableware, baby sets, to be sold as giftware. Direct purchase and agency. Orfevrerie Girod (manufacturer, importer, wholesaler, agent), 14, Rue Portefoin, Paris, 3. WTD in preparation.

GERMANY—Cut and polished gems, other jewelry. Direct purchase and agency. Homberg & Brusius (dealer, importer, exporter, manufacturer), 658 Idar-Oberstein, Postfach 2737. WTD 12/66.

396 Costume jewelry, novelties, buttons, notions

MALAYSIA—Costume jewelry, novelties, ornaments. Direct purchase and agency. Golden City Co. (importer, wholesaler, retailer), O.C.B.C. Bldg. (ground floor), Jalan Tan Hiok Nee, Johore Bahru, Johore. WTD 9/67.

399 Manufacturing industries

ETHIOPIA—Barber and beauty shop equipment, supplies, accessories. Requests illustrative catalogs, terms, conditions, quotations c.i.f. Assab. Prandeni Vittorio (barber shop), P.O. Box 727, Addis Ababa. WTD in preparation.

FRANCE—Advertising items for use as business giftware. Direct purchase and agency. Induscomme (importer, wholesaler), 10, Rue Saint-Antoine, Paris, 4e. WTD in preparation.

Uruguay invites bids on disposal plant

Uruguay's Municipality of Montevideo has called for bids for the construction of a plant to transform 600 to 800 tons daily of garbage and/or trash into fertilizers.

The Municipality will consider two types of offers: (1) for the planning, construction and operation of a plant, and (2) for the planning and construction of the plant, including buildings; in which case the bid must be accompanied by a financial proposal covering the number of years for payment in equal annual or bi-annual installments.

Bids must be in the hands of the Municipality no later than Dec. 11 and should be written in the Spanish language.

Further information may be obtained from the Embassy of Uruguay, 1918 F St. NW., Washington, D.C. 20006.

Thailand railway bridge steel superstructure open to bids

The State Railway of Thailand is calling for bids for the construction of a steel superstructure of railway bridges (meter gauge), two sections each of 35 meters long.

Bids should be submitted with a deposit of $1,800 by Nov. 15.

Specifications and drawings may be purchased for $5 a set from the State Railway of Thailand, Yod-Se, Bangkok, Thailand.

One copy of the bid documents is available for review at the U.S. Department of Commerce, Room 4014, Washington, D.C. (Telephone: 202-967-3602).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

GERMANY—Canned meat, all kinds. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Walter Bertelsmann (agent), 7 Kruedenscheiderweg, 5604 Neviges. WTD 8/7/67.

203 Canning, preserving foods

GERMANY—Canned fruit, vegetables, fish. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Walter Bertelsmann (agent), 7 Kruedenscheiderweg, 5604 Neviges. WTD 8/7/67.

229 Textile goods

FRANCE—Linen and cotton print tablecloths; print towels; dishcloths. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

231 Men's youths', boys' suits, coats, overcoats

FRANCE—Men's suits, coats, overcoats. Requests replies in French. C.E.V.I.T.A.—Compagnie Europeenne de Vente des Fabrications Artisanales Italiennes (wholesaler, importer), 110, Rue Pasteur, Fontenay-sous-Bois (Val de Marne). WTD 3/67.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Men's shirts, underwear, separate trousers. Requests replies in French. C.E.V.I.T.A.—Compagnie Europeenne de Vente des Fabrications Artisanales Italiennes (importer, wholesaler), 110, Rue Pasteur, Fontenay-sous-Bois, (Val-de-Marne). WTD 3/67.

233 Women's misses', juniors' outerwear

FRANCE—Women's dresses, suits, coats. Requests replies in French. C.E.V.I.T.A.—Compagnie Europeenne de Vente des Fabrications Artisanales Italiennes (importer, wholesaler), 110, Rue Pasteur, Fontenay-sous-Bois (Val-de-Marne). WTD 3/67.

234 Women's, misses' children's, infants' undergarments

FRANCE—Women's underwear, nightwear. Requests replies in French. C.E.V.I.T.A.—Compagnie Europeenne de Vente des Fabrications Artisanales Italiennes (importer, wholesaler), 110, Rue Pasteur, Fontenay-sous-Bois (Val-de-Marne). WTD 3/67.

238 Apparel, accessories

FRANCE—Handkerchiefs. Exclusive agency, Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

239 Fabricated textile products

FRANCE—Plastic tablecloths; plastic shopping bags. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

249 Wood products

FRANCE—Kitchen woodenware, household woodenware such as wooden garment hangers. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

264 Converted paper, paperboard products

FRANCE—Writing paper, envelopes in boxed sets. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

281 Industrial chemicals

PAKISTAN—Chemicals for use in vegetable oil industry. Requests quotations c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Road, Karachi. WTD 8/11/66.

Chemicals and dyes for use in textile industry. Requests catalogs, quotations, c. & f., Karachi. M. Hanifjee Sons (importer), Bellasis St., New Chali, P.O. Box No. 4026, Karachi. WTD 1/67.

287 Agricultural chemicals

PAKISTAN—Agricultural pesticides, insecticides. Requests quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/66.

306 Fabricated rubber products

FRANCE—Rubberized fabric beach bags; rubber erasers. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

307 Plastic products

FRANCE—Plastic tableware and kitchenware; plastic women's gloves, semi-dress. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

314 Footwear, except rubber

FRANCE—Men's, women's, children's house slippers, traveling slippers; tennis, basketball shoes. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

316 Luggage

FRANCE—Plastic traveling bags. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

322 Glass, glassware

FRANCE—Glass trays. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

331 Steel mill products

PAKISTAN—Tin plate, black plate, terne plate, other tin mill products. Requests quotations, c. & f., Karachi. I. & S. Corp., (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/66.

335 Rolling, drawing, extruding of nonferrous metals

ITALY—Manufacturer of copper and brass rods, bars, shapes, refrigeration and capillary pipes, sheets, strips; copper and aluminum wire and aluminum extrusions, seeks opportunities to enlarge present product line either by adding new products or by diversifying into end-use products of high market appeal. Consulate of the United States of America, Via Alfieri 17, Turin. WTD 9/11/67.

342 Cutlery, hand tools, general hardware

FRANCE—Kitchen articles such as potato knives, crown-cork openers, can-openers, table knives. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

PAKISTAN—Railroad car hardware. Requests catalogs, quotations, c. & f., Karachi. Meskay Corp. (importer), 4 Karachi Chamber, McLeod Road, Karachi. WTD 6/67.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Stationary gas-fired unit space heaters of 40 BTU and upwards for industrial and commercial use, for installation on ceilings and floors for large spaces such as hangars, halls. Gas-fired residential and light commercial water heaters. Exclusive representation for E.E.C. countries. Verenigde Bedrijven Beckers, Becking & Bongers N.V. (manufacturer, distributor, importer, exporter), P.O. Box 58, or 30 Ravelstraat, Bergen-op-Zoom. WTD 6/67.

348 Fabricated wire products

FRANCE—Garment hangers made from purchased wire. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 9/67.

352 Farm machinery

NETHERLANDS—Non-self-propelled lawn mowers, including electric and small gas-powered types. Exclusive representation for E.E.C. countries. Verenigde Bedrijven Beckers, Becking & Bongers N.V. (manufacturer, distributor, importer, exporter), P.O. Box 58, or 30 Ravelstraat, Bergen-op-Zoom. WTD 6/67.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Small hydraulic loader with hydraulically driven wheels, both with clam-type bucket. Intermat (importer, sales agent), 6 bis, Rue Adrien-Lesesne, 93 Saint-Ouen. WTD 6/24/66.

354 Metalworking machinery

FRANCE—Hydraulic hammers. Intermat (importer, sales agent), 6 bis, Rue Adrien-Lesesne, 3 Saint-Ouen. WTD 6/24/66.

355 Special industry machinery

GERMANY—Tools and machinery for lapidary work, jewelers. Homberg & Brusius, 658 Idar-Oberstein, Postfach 2737. WTD 12/66.

PAKISTAN—Textile machinery, fiber to fabric. Requests catalogs, quotations, C. & F., Karachi. M. Hanifjee Sons (importer), Bellasis St., New Challi, P.O. Box No. 4026, Karachi. WTD 1/67.

356 General industrial machinery

FRANCE—Wine-making equipment such as pumps, filters, clarifiers, decanters, fermenting tub cocks. Requests replies in French. Societe des Ets. Daubron (manufacturer, importer, dealer, agent), 57, Avenue de la Republique, Paris, IIeme. WTD in preparation.

358 Service industry machines

NETHERLANDS — Constant temperature heating/air-conditioning units for residential and light commercial use. Exclusive representation for E.E.C. countries. Verenigde Bedrijven Beckers, Becking & Bongers N.V. (manufacturer, distributor, importer, exporter), P.O. Box 58, or 30 Ravelstraat, Bergen-op-Zoom. WTD 6/67.

363 Household appliances

NETHERLANDS—Complete range of kitchen household electric appliances such as slicers, mixers, grinders, toasters, blenders, scissor sharpeners. Exclusive representation for E.E.C. countries. Verenigde Bedrijven Beckers, Becking & Bongers N.V. (manufacturer, distributor, importer, exporter), P.O. Box 58, or 30 Ravelstraat, Bergen-op-Zoom. WTD 6/67.

365 Radio, television receiving sets

FRANCE—Audio-visual equipment for linguistic studios. Cedamel—Centre d'Etude & de Distribution des Appareils & du Materiel de l'Enseignement Linguistique (manufacturer, dealer), 15, Boulevard Gouvion-Saint-Cyr, Paris, 17. WTD in preparation.

366 Communication equipment

YUGOSLAVIA—Radars (speed control), burglar alarms, similar equipment for police application. Mr. F. Tominec, Avtotehna, Zastopstvo tujih firm (trade agency), Ljubljana, Celovska cesta 38. WTD in preparation.

372 Aircraft, parts

PAKISTAN—Aircraft for aerial spraying of insecticides. Requests catalogs, quotations, C. & F., Karachi. Agricultural and Industrial Corp. (importer), 4th Floor, Habib Square, Bunder Road, Karachi. WTD 7/11/66.

373 Ship building, repairing

FRANCE—Motorboats of various types, polyester, molded stratified fiberglass, other categories, principally pleasure crafts, ranging in length from 16 to 50 feet. Agency and distributorship with wet and dry boat-storage facilities. Requests replies in French. Chantier Bombal (builders, exporters), 17- Montagne-sur-Gironde, Charente-Maritime. WTD 9/67.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Analytical electronic instruments. Protech Advisory Services Ltd. (manufacturer), 21 High St., Rickmansworth, Hertfordshire. WTD 6/21/67.

FRANCE—Electronic recorders used in geophysics. Societe Werts-Electronique (importer, manufacturer, wholesaler), 17, Avenue de la Republique, 94 Vincennes. WTD 4/6/66.

391 Jewelry, silverware, plated ware

FRANCE—Silver, nickel silver, pewter, stainless steel, plated trays. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

395 Pens, pencils, office, artists' materials

FRANCE—Pencils, other school supplies. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

399 Manufacturing industries

FRANCE—Toilet brushes. Exclusive agency. Netter & Cie (importer, dealer), 1, Rue Balard, Paris, 15e. WTD 6/67.

YUGOSLAVIA — Fingerprinting, similar equipment for police application. Mr. F. Tominec, Avtotehna, Zastopstvo tujih firm (trade agency), Ljubljana, Celovska cesta 38. WTD in preparation.

505 Farm products, raw materials

SPAIN—Dried beans, chick-peas, lentils, other legumes, in small one-half to one kilo sacks for retail purposes. Productos Saba (importer, wholesaler, exporter), Avenida de Jose Antonio 82, Madrid 13. WTD 8/67.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

FRANCE—French liqueurs such as apricot-brandy, cherry- and peach-brandy, "Cacao Raissac," in glass bottles of 75 centiliters each net content. Wholesale exportation, direct or through agents. Requests replies in French. Raissac (Ets.) (manufacturers, wholesalers, exporters), 27 Avenue de Toulouse; 31- Revel, Haute-Garonne. WTD 1/67.

264 Converted paper, paperboard products

COLOMBIA—Transparent cellophane paper in rolls, moisture proof; packaging bags, any type, any size. Empresa de Empaques Transparentes Ltda. (manufacturer, wholesaler, exporter), Apartado Aereo (Air Mail P.O. Box) 478, Barranquilla. WTD 8/67.

353 Construction, mining, materials handling machinery

SWEDEN—New type horizontal concrete mixer. G. & L. Beijer Import & Export AB (exporter, importer, agents), P.O. Box 2135, Goteborg. WTD 6/1/66.

355 Special industry machinery

SWEDEN—Roofing tile machinery. G. & L. Beijer Import & Export AB (exporter, importer, agents), P.O. Box 2135, Goteborg. WTD 6/1/66.

356 General industrial machinery

SWEDEN—Car wreck, other scrap presses. G. & L. Beijer Import & Export AB (exporter, importer, agents), P.O. Box 2135, Goteborg. WTD 6/1/66.

362 Electrical industrial apparatus

FRANCE—Small electric motors and related equipment designed for land and marine use, aviation, television and broadcasting, electronics, air-conditioning, missiles, mining industry, etc., including rotary machines for operation at various voltages and frequencies; flange-type sealed motors; reduction-gear motors; hydraulic-pump motors, enclosed types; radar power-converters; 3-frequency motors, 50-60-400 cycles; power-fans and blowers, and other such equipment reportedly meeting current international specifications and requirements. Descriptive illustrated brochure in French available in French from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. L. M. B. (Societe Anonyme de Construction Electro-Mecanique) (manufacturer), Usine de Malemort (B.P. No. 4); 19- Correze. WTD 1/67.

373 Ship building, repairing

FRANCE—Pleasure sailboats including auxiliary powered pleasure craft, ranging in length from 23 to 37 feet approximately, wooden or molded wood hulls, plastified, trade name "Estuaire," "Estuarie-Sport," "Estuaire Grand Sport" (cruising sloops), other types. Exportation direct or through well-established U.S. agents. Requests replies in French. Photographs, descriptive literature in French available on loan from Trade Opportunities Staff, U.S. Dept. of Commerce, BDSA-624, Rr. 4203, Washington, D.C. 20230. Chantier Bombal (boat builders, exporters), 17-Mortagne-sur-Gironde, Charente-Maritime. WTD 9/67.

Construction Awards

ARGENTINA—YPF, the State Petroleum Entity, has awarded a contract for secondary recovery operations by water flooding in the two oil fields located in Neuquen Province to Bridas S.A., an Argentine firm that has formed a consortium with two U.S. firms: Ryder Scott (of Houston) and Homestake Production Co. (of Tulsa). The contract, signed on Sept. 12 must be approved by an executive decree.

CANADA—The British Columbia Hydro and Power Authority awarded a $136.3 million contract, believed to be the largest single contract ever awarded in Canada, for construction of the Mica Dam, largest of the three Columbia River Treaty projects, to a consortium of five firms headed by Guy F. Atkinson Co. of San Francisco. The consortium also includes Commonwealth Construction Co. Ltd. and Dillingham Corp. Canada Ltd., both of Vancouver, The Arundel Corp. of Baltimore, and the L. E. Dixon Co. of San Gabriel, Calif.

Work on the construction of the dam, located 85 miles north of Revelstoke, B.C., is scheduled to start following the expected completion of two tunnels to divert the Columbia River in November 1967. This contract does not include construction of the 2-million kilowatt underground powerhouse which is planned at Mica.

PANAMA—The Republic of Panama has signed contracts with Refineria Panama, S.A., and its subsidiary, Petroquimica Panama, S.A., for the construction of a petrochemical plant in Colon. Construction costs will be at least $35 million.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—SEGBA, the state-owned Greater Buenos Aires Electric Power Co., has announced plans for an 18-month **development program** beginning Oct. 1, **to increase the electric power generation, distribution and transmission facilities in the Greater Buenos Aires area.**

The plan, presented to the Secretary of Energy and Mining, outlines two projects: one to be executed provided $55 million in World Bank support is forthcoming, and the other to be executed without World Bank support.

Investments under the alternate projects are as follows: 1) Generation ($29 million with World Bank support—$29 million without); 2) Transmission ($20 million with World Bank support—0 without); 3) Distribution ($59 million with World Bank support—$41 million without); 4) Real Estate, miscellaneous ($11.5 million with World Bank support—0 without); 5) Indirect costs ($15.5 million with World Bank support—$10 million without); totals are: $135 million with World Bank support—$80 million without; purchases required from foreign (non-Argentine) suppliers would require $47 million with World Bank support, $18 million without.

The purchases contemplated by SEGBA with World Bank support will include 272 kilometers of 132,000 volt cables, 380 kilometers of medium tension cable, 360 kilometers of high tension cable, and a large amount of distribution and transformer equipment. Details were not made known concerning the type of generation equipment to be purchased.

CHILE—The Chilean Government is **now considering ways of supplying the needs for water and energy of the northern province of Antofagasta.**

A recently completed **feasibility study** by a British firm **recommends** that these needs be met by the establishment of **dual-purpose desalinization plants at Tocopilla and La Chimba** (near the city of Antofagasta).

The Tocopilla plant would be built first and would be fueled by heavy fuel oil. The La Chimba plant, needed by about 1977, would use domestic coal.

Nuclear energy as a fuel was ruled out as uneconomic. However, the study's recommendation that Chile acquire a training reactor is receiving active consideration. The Anaconda Company, which by expanding its copper mining and refining activities at Chuquicamata is creating the bulk of added demand for energy, is proceeding with plans to build a petroleum fueled generating plant at Tocopilla to meet its requirements.

Copies of a summary of the British study are available on loan from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674).

FINLAND—Minister of Finance Mauno Koivisto announced on Aug. 21 that **four hydroelectric power projects** will be built in northern and eastern Finland.

Three of the four plants will have a projected capacity of approximately 150 megawatts, while the fourth will be a reserve station with a peaking capacity of 50 megawatts. The total cost of the projects is estimated at $72 million.

The projects will be constructed by three different companies: Pohjalan Voima Oy (private), Kemijoki Oy (state-controlled), and Kuurna Voima Oy (state-controlled). These three companies will provide a total of $28.3 million from their own resources while the Finnish Government will provide the remainder.

ITALY (1000 lire=U.S. $1.60)—The Italian Parliament approved late in July the most comprehensive **school construction** law since the end of World War II. The law appropriates a total of Lit 1.210 billion ($2 billion) to be spent on school, university and nursery buildings in 1967-71.

The construction program, which is the first large-scale program of its type to be introduced in Italy, aims at permitting the country's school facilities to catch up with the increasing young population. Projected spending under the program, which forms part of the new five-year economic plan, is more than five times the amount spent on school construction in the past five years. The law calls for Lit 950 billion to be spent on secondary schools, Lit 210 billion on universities, and Lit 50 billion on nurseries. Of this total, Lit 380 billion will be spent in the remainder of 1967 and in 1968.

JORDAN—The Board of Directors of the Jordan Petroleum Refinery has decided to proceed with a **partial redesign and re-equipment of the refinery plant** which will double its present 1,000 metric tons a day capacity. Estimated cost of the project, which has been under study for some time, is JD 3 million (approx. U.S. $8.4 million).

Canadian awards listing available to U.S. firms

A list of firms awarded contracts by various Canadian government agencies (Transport, Public Works, Defense) during June and July 1967 is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Australia to buy radio communication equipment

The Hydro-Electric Commission of Tasmania, has issued Tender No. E.D. 1509, for a Sheffield-George town radio system.

Bid deadline is Nov. 21.

Bid should offer base-station transceivers, portable transceivers, vehicle-borne transceivers, link-system radio transmitters and receivers, control equipment, antennae, towers, engine generators, power supply equipment; cables, etc. Equipment should be designed for operation at 73.79 MHZ frequency modulated.

Copies of tender announcement and specifications are available from the Secretary, The Hydro-Electric Commission, Box 355D, G.P.O., Hobart, Tasmania, or on review basis only in Room 4125, Electronics Division, BDSA-658, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Construction bids open on ILO building project

The International Labor Organization (ILO) is establishing a list of firms interested in bidding on the construction and equipping of their new $18.5 million headquarters in Geneva, Switzerland.

U.S. firms interested in the various phases listed below should register their interest before Oct. 31 with: Building Project, International Labor Office, CH 1211 Geneva 22, Switzerland. Interested firms will be asked to complete a questionnaire as to their technical and financial ability.

The building will be 11 to 12 stories high with 1,200 offices, an auditorium and related facilities. Contracts probably will be awarded starting in the second or third quarter of 1968, and will be in terms of the following work lots:

Series I—Earthwork; foundations and reinforced concrete structure; metal framework; drain pipes; masonry, insulation, surfacings and coatings; draught- and water-proofing, roofing; rainwater pipes; passenger-, goods- and documents-lifts; sanitary installations; heating, ventilation and air-conditioning; electrical and telephone fittings and equipment (including a generator set); protection against lightning; protection against fire.

Series II—Metal cladding; windows, blinds, mirrors; builders' hardware; movable partitions; metal ceilings; lighting fittings; interior joinery, doors, cupboards, etc.

Series III—Flooring in tiles, stone, marble, etc.; flooring in linoleum, plastics, etc.; wall coverings; painting; kitchen fixtures and equipment; fixed furnishings; special fittings in wood and other materials.

Preference may be given, in awarding contracts, to firms able to undertake responsibility, either individually or jointly with other firms, for several or all of the work lots.

A copy of the ILO announcement is available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4674.

Greece to call for bids on satellite earth station

The Hellenic Telecommunications Organization, Ltd., 6 Klissovis St., Athens, will soon request international tenders for the supply and installation of a satellite earth station at a cost of $5 million. The Greek Government hopes to have the station in operation in about two years.

Bidders will be expected to offer credit terms of at least ten years. Interested firms, therefore, should explore financing of the project with U.S. lending agencies.

Bid deadline as well as other pertinent information will be published at a later date.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BOLIVIA—Jaime Jimenez, South American Corp., Plaza 14 de Septiembre 6138-48, Cochabamba, **interested in electrical appliances and supplies, and requesting technical information regarding wire factory.** Oct. 6 or 13 via Houston for one month. c/o Bank of America, Santa Monica, Calif. Itinerary: Houston, New York, Los Angeles. WTD under revision.

BRAZIL—Erich Brann, Mercantil Maua S.A., Rua Maua 940, Sao Paulo, **interested in direct purchase and agency for packaging machinery, sporting goods, construction machinery.** Sept. 17 via New York for three weeks. c/o John D'Agostinho, 270 E. 37th St., New York, N.Y. Itinerary: Atlantic City, New York. WTD 7/67.

ENGLAND—George M. Beaumont, Director, G. M. Beaumont & Co. Ltd., Suffolk House, 5 Laurence Pountney Hill, London, E.C.4, **interested in direct purchase or agencies for U.K. distribution of domestic hardware, fancy goods, shop fittings, items suitable for sale through chain stores.** Oct. 8 via New York for approximately two weeks. c/o Hotel Manhattan, 700 8th Ave., New York, N.Y. 10036. Itinerary: 10/8-12 New York, Chicago, others as necessary. WTD in preparation.

FRANCE—Philippe Lesouef, Eurotrade, 68 Ave. Kleber, 75 Paris, **interested in commission agency for textile piece goods, particularly plain and printed fabrics of newly developed fibers and blends.** Oct. 10 via New York until Oct. 23. c/o Park Sheraton Hotel, 7th Ave. & W. 56th St., New York, N.Y. 10019. Itinerary: New York, others as necessary. WTD 3/67.

FRANCE—Georges Bloch, representing Codalec and Comarel, 13 Rue Martin Bucer, 67 Strasbourg, **interested in low voltage residential type distribution equipment with view to eventually obtaining licensing rights for manufacture of such equipment in France, and studying possibility of marketing own products in U.S.** Oct. 3 via New York through Oct. 7. c/o Jean Pierre Levy, 330 Ambassador East 46th St., New York, N.Y. 10017. Itinerary: New York. WTD 9/67 on Codalec, 11/12/66 on Comarel.

INDIA—K. M. Philip, Chairman, and W. G. Desai, Technical Manager, Indian Rubber Regenerating Co. Ltd., Plot F2, Industrial Estate Thana, Maharashtra State, **interested in purchase of rubber reclaiming machinery and export of reclaimed rubber to U.S.** First week Oct. via New York for 10-12 days. c/o James H. Hoffman, President, Mansfield Tire and Rubber Co., Mansfield, Ohio. Itinerary: New York, Washington, Chicago, Akron. WTD in preparation.

INDIA—M. B. Bhaskare, General Sales Manager, Greaves Cotton & Co. Ltd., 1 Forbes St., Bombay 1, **interested in representing U.S. manufacturers of steel including alloy steel and ferroalloys, industrial equipment, grain handling and food processing machinery, in locating sales outlets in U.S. for diamond bits, textile paper cones and tubes, pressure switches for hydraulic and pneumatic controls, and requesting technical information on manufacture of food processing and deep freezing plants.** Oct. 26 via New York for 20 days. c/o National Supply Div., Armco Steel Corp., 600 5th Ave., New York 20, N.Y. Itinerary: 10/26 Washington, D.C., 10/28-31 New York, 11/2 Detroit, 11/4 Grand Rapids, 11/5 Milwaukee, 11/6-7 Chicago, 11/8-10 Houston, 11/14 Compton, Calif. WTD 4/67.

KENYA—C. S. Patel, Universal Pharmacy Ltd., P.O. Box 102, Nairobi, **interested in manufacturing pharmaceutical.** Oct. 18 via New York for 14 days. c/o Mennen Co., Morristown, N.J. Itinerary: to be arranged after arrival. WTD 8/11/67.

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NETHERLANDS—P. Kooymans, Co-Op Vooruitgang, Zomerhofstraat 71, Rotterdam, **interested in centralized packaging of perishables,** B. A. Jutte, Co-op Gelderland, Roosendaalseweg 171, Arnhem, interested in **budgetary control in retail business,** W. Antonides, Co-op De Volharding, Delftselaan 58, The Hague, interested in **efficiency control in supermarkets,** F. L. J. Bakkers, Co-op Vooruitgang, Zomerhofstraat 71, Rotterdam, interested in **bakery developments,** H. A. S. Leyten and Ocko G. Smit, Co-op Nederland, Vierhavensstraat 40, Rotterdam, interested in **food retailing and management development;** all interested in **supermarket management.** Oct. 1 via New York for three weeks. c/o National Cash Register Co., Dayton, Ohio. Itinerary: New York, Dayton, Cincinnati, Chicago, Cleveland, Detroit, Baltimore New York. WTD 7/67.

NORWAY—Arne Kjell Gjerde, representing his own firm, Breidablikk, Fetsund, **interested in importing U.S. surgical and hospital equipment, raw materials for own production of plastic goods for hospitals.** Oct. 8 via New York for three weeks, c/o Mrs. Brandt, 414 73rd St., Brooklyn 9, N.Y. Itinerary: San Francisco, New York, Baltimore, Boston, Omaha. WTD 9/28/66.

SPAIN—Jose Pujadas D., Productos Jose Maria Pujadas, S.A., Bailen 20, Barcelona, **interested in obtaining new business connections, especially with U.S. firms granting licenses for manufacture of chemicals for textile, plastics, leather and paper industries and with firms producing and/or exporting egg albumen, detergents for cleaning bottles, and pulp for paper industry;** will meet with firms with whom he has present business arrangements. Oct. 7 via New York for five weeks. c/o Robert Cincotta, 133-76 Hook Creek Blvd., Rosedale, N.Y. 11422. Itinerary: New York; Boston; Providence, R.I.; Philadelphia; Washington, D.C.; Richmond, Va. WTD 9/67.

SWITZERLAND—Th. Gsohwend, Secretary General, and Roland W. Kaufmann, Eurotel Secretariat, Bahnhofstrasse 1, 3600 Thun, **interested in meeting U.S. organizations, hotel and tourist industry executives to launch Eurotel apartment hotel system in U.S., and in locating an American promotion agent for Eurotel apartments in five European countries.** Oct. 6 via New York for 11 days. Itinerary: 10/6-8 New York c/o New York Hilton, 1335 Ave. of the Americas, New York, N.Y. 10019; 10/9 Washington c/o Mayflower Hotel, 1127 Conn. Ave. NW., Washington, D.C. 20036; 10/10-12 Miami c/o The Fontainebleau, 4441 Collins Ave., Miami Beach, Fla. 33140; 10/13-15 Chicago c/o Hotel La Salle, 12 N. La Salle, Chicago, Ill. 60602; 10/16-17 Detroit c/o Sheraton Cadillac, 1114 Washington Blvd., Detroit, Mich. 48231. WTD in preparation.

TAIWAN—Leo L. Y. Koo, China Trade & Development Corp., 3rd floor, Tai An Bldg., 59 Kuanchien Road, Taipei, **interested in acting as purchasing agent in Taiwan for chain merchandising organizations and in locating suppliers of raw cotton and synthetic fibers such as nylon filaments.** Sept. 16 via San Francisco for 20 days. c/o E. B. Elias, International Division, Irving Trust Co., New York, N.Y., or V. O. Valdes, International Division, Bank of California, Los Angeles Calif. Itinerary: 10/2-6 Washington, D.C. WTD 8/67.

THAILAND—Charn Charnchalieo, Managing Partner, and Vilit Charumilinda, Marketing Manager, National Pharmacal Ltd. Partnership, 10/4 Rong Muang 5th Road, Bangkok, **interested in pharmaceutical specialties, veterinary medicines, hospital instruments and equipment, laboratory supplies, pharmaceutical chemicals.** Oct. 22 via New York for three weeks. c/o Sanga Sukhabutr, Commercial Counsellor, Office of Commercial Counsellor of the Royal Thai Embassy, 20 E. 82nd St., New York 28, N.Y. Itinerary: 10/22 New York, 10/29 Detroit, 11/1 Chicago, 11/4 Los Angeles, 11/7 San Francisco, 11/10 Honolulu. WTD 5/27/67.

YUGOSLAVIA—A 19-man Yugoslav Agricultural Trade Mission, composed of 11 Technical Directors of agricultural combines and Government and civil leaders from important agricultural areas, will tour the United States October 1-15. The Mission is **interested in farm equipment for corn, small grain forage and sugar beet production and in oberving farm methods used in beef and corn production and the growing and processing of alfalfa, vegetables and soy beans.** Businessmen interested in meeting the Mission members may arrange appointments in Chicago, Monday, Oct. 9, by writing to Mr. Anthony J. Buchar, Director, U.S. Department of Commerce Field Office, 1486 New Federal Building, 219 South Dearborn St., Chicago, Ill. 60604.

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Calendar *for international traders*

ATLANTA—Oct. 12—Export In-Office Seminar. Sponsors: Commerce Field Office, REEC.

BIRMINGHAM—Oct. 10—Businessmen's Consultation, Frederick W. Fischer, member, Trade Mission to Turkey. Sponsor: Commerce Field Office.

BOSTON—Oct. 10—Int'l Center of New England dinner meeting, Anthony's Pier 4.

BOSTON—Oct. 17—Businessmen's Consultation, **James F. Amory, Commercial Officer, Frankfurt,** Commerce Field Office, Room 510, JFK Federal Bldg. Sponsor: Commerce Field Office.

BROOKLYN—Oct. 17—First lecture in eight-week course on International Business Marketing-Management, Long Island Univ. Sponsors: Commerce Field Office, REEC.

CEDAR RAPIDS, Ia.—Oct. 17—Foreign Trade Bureau meeting, 7 p.m., Roosevelt Hotel. Speaker: Representative John C. Culver, Member, House Committee on Foreign Affairs. Sponsor: Foreign Trade Bureau, Chamber of Commerce.

CHICAGO—Oct. 10—Automotive Exporter's Club, Builders Bldg. Sponsor: Chicago Automotive Exporter's Club.

CHICAGO — Oct. 12 — Businessmen's Consultation, **William Spruce, Commercial Officer, Mexico City.** Sponsor: Commerce Field Office.

CHICAGO—Oct. 13—Businessmen's Consultation, **Ronald Flack, Commercial Officer, Manila.** Sponsor: Commerce Field Office.

CHICAGO—Oct. 17—In-Office Meeting. Sponsor: Commerce Field Office.

CINCINNATI—Oct. 10—Word Marketing Conference, Univ. of Cincinnati, all day. Sponsors: Univ. of Cincinnati, World Trade Club of Cincinnati Chamber of Commerce, REEC, Commerce Field Office.

DALLAS—Oct. 9-10—Businessmen's Consultation, **William Spruce, Commercial Officer, Mexico City.** Sponsor: Commerce Field Office.

DENVER—Oct. 9—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel/to Bern.** Sponsor: Commerce Field Office.

DETROIT—Oct. 10—Seminar on Export Marketing for Beginners, Room 456, Federal Bldg. Sponsors: Commerce Field Office, REEC.

DETROIT—Oct. 13—Businessmen's Consultation, by appointment only, **William Spruce, Commercial Officer, Mexico City.** Sponsor: Commerce Field Office.

DOYLESTOWN, Pa.—Oct. 9—Int'l Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, 5:30 p.m.

FT. MADISON, Ia.—Oct. 12—Southeastern Iowa Export Workshop luncheon, Ft. Madison Country Club, 12 noon. Sponsors: REEC, Commerce Field Office.

KANSAS CITY—Oct. 10—Meeting for Exporters, 6 p.m., Top of the Tower. Speaker: **Maitland Pennington, Maritime Administration.** Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY—Oct. 12—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

MEMPHIS—Oct. 10—Export Workshop, Union Planters National Bank. Sponsors: Commerce Field Office, REEC, Union Planters National Bank.

MEMPHIS—Oct. 17—Port of New Orleans night, Memphis World Trade Club, Sheraton Motor Inn.

MINNEAPOLIS—Oct. 10—Businessmen's Consultation, **Harald Flaata, Economic Officer, Oslo.** Sponsor: Commerce Field Office.

MINNEAPOLIS—Oct. 11—Businessmen's Consultation, **Ronald D. Flack, Commercial Officer, Manila.** Sponsor: Commerce Field Office.

MINNEAPOLIS—Oct. 11—Minn. World Trade Assn. dinner meeting, Holiday Inn Central. Speaker: **Allen H. Garland, director, Trade & Commercial Policy Div., BIC, Dept. of Commerce.**

MINNEAPOLIS—Oct. 12—Businessmen's Consultation on Kennedy Round, **Allen H. Garland, BIC, Dept. of Commerce.** Sponsor: Commerce Field Office.

MINNEAPOLIS—Oct. 16—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel/to Bern.** Sponsor: Commerce Field Office.

MUSCATINE, Ia.—Oct. 11—Eastern Iowa Export Workshop dinner, Hotel Muscatine, 6 p.m. Sponsors: REEC, Muscatine Chamber of Commerce, Commerce Field Office.

NEW YORK—Oct. 16-17—Businessmen's Consultation, **Theodore J. Hadraba, Commercial Counselor, Rome. Sponsor:** Commercial Field Office.

NEW YORK—Oct. 17—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Kei C. Yamato, Copley Int'l Corp.

NEW YORK—Oct. 17-18—Businessmen's Consultation, **Harald Flaata, Economic Officer, Oslo.** Sponsor: Commerce Field Office.

NORRISTOWN, Pa.—Oct. 10—World Trade Assn. of Montgomery County monthly meeting, William Penn Inn, Gwynedd, 12 noon. Note change from last week's announcement.

NO. WINDHAM, Me.—Oct. 14-15—Seminar on German Affairs, St. Joseph's College. Sponsors: Maine World Trade Council; German Consulate General, Boston.

NO. WINDHAM, Me.—Oct. 16—Maine World Trade Council annual meeting, St. Joseph's College, 4 p.m.; dinner, 7 p.m.

PHILADELPHIA—Oct. 10—In-Office Conference, Commerce Field Office, 10 a.m.

READING, Pa.—Oct. 11—Reading Foreign Traders Assn. monthly dinner meeting, Abraham Lincoln Hotel, 5:30 p.m.

ST. LOUIS—Oct. 9—"Export Day at the Traffic Club" luncheon, 12 noon, Gateway Hotel. Sponsors: Traffic Club of St. Louis, REEC, World Trade Club, Commerce Field Office.

ST. LOUIS—Oct. 11—"Doing Business with Mexico" Workshop, 2 p.m., Conference Room, Federal Bldg. Guest: **William E. Spruce, Commercial Officer, Mexico City.** Sponsors: REEC, Commerce Field Office.

ST. LOUIS—Oct. 17—"Show You" Export Workshop, Conference Room, Federal Bldg. Sponsors: REEC, Commerce Field Office.

SAN JUAN—Oct. 12—World Trade Dinner, Ballroom, Puerto Rico-Sheraton Hotel, 7:30 p.m. Speaker: **Alexander B. Trowbridge, Secretary of Commerce.** Sponsors: Puerto Rico-Virgin Island REEC, Chamber of Commerce of Puerto Rico.

SAN JUAN—Oct. 13—Thirteenth general meeting of the Puerto Rico-Virgin Islands REEC, Field Office, Federal Bldg., 4:30 p.m. Speaker: **Alexander B. Trowbridge, Secretary of Commerce.**

SAN JUAN—Oct. 13—Pan American Convention of Sales and Marketing International annual meeting, Americana Hotel. Luncheon, 12 noon. Speaker: **Alexander B. Trowbridge, Secretary of Commerce.**

YORK, Pa.—Oct. 17—World Trade Assn. of York monthly meeting, York Area Chamber of Commerce, 12 noon.

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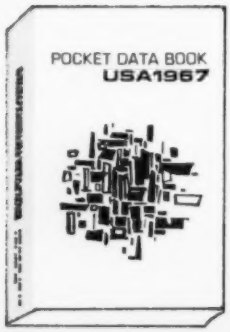

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